A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 16, 1965

Businessman's corps grows

Impact of 'America Week'

Comeback in Congo

Business Bulletins *from around the world*

BOLIVIA—State oil authority publishes figures on oil production during May, showing production of 9,102 barrels, level not attained in almost a decade.

CHILE—Government prohibits sale of beef, veal on Sundays, Mondays, Tuesdays; also bars public eating establishments from serving beef, veal on those days. In addition, Government takes measures to stimulate consumption of beef substitutes such as fish, fowl, pork, mutton. Purpose of this move is to conserve scarce foreign exchange resources by sharply reducing importation of beef, which amounted to $75 million in 1963-64.

ETHIOPIA—Steel Co. of Ethiopia, newly incorporated Asmara firm, to engage in manufacture of galvanized and black steel sheets, plain and corrugated, related steel products.

FINLAND—U.S. firm Bodcaw, Inc., and two major Finnish companies to start construction on sulfate pulp and Kraftliner plant in 1967. Located in Louisiana, new factory expected to produce 160,000 metric tons of Kraftliner annually, primarily for growing European market. Finnish partners in joint venture are Enso-Gutzeit Oy and Tampella Oy. Bodcaw to be majority shareholder. Finnish firms to provide technical information, marketing services.

FRANCE—Space budget for 1966 set at $75.2 million, falls short of $130 million needed for satellites research, development, construction of launching facilities in Guiana. Complete revision of planned space program expected.

GERMANY—Feinpapier Felix Schoeller Jr. GmbH and Simpson Lee Paper Co. of Michigan will jointly establish photographic paper factory in Pulasky, N.Y., to be known as Lee Schoeller Paper Co.

GUATEMALA—Effective Sept. 23, minimum wages in laundry and dry cleaning industry and soft drink manufacturing industry to be 19¢ per hour, $1.52 per day, $45.60 per month. Next likely areas for new minimum wages are construction trades, soap, cosmetic manufacturers, theaters, movie houses. Minimum Wage Commission also undertakes study of textile industry to revise present minimum wage established in 1954.

INDIA—Government authorities announce $42 million integrated heavy vehicle manufacturing plant to be built at Jabalpur, Madhya Pradesh, in collaboration with Machinenfabrik Augsburg Nureinburg of Germany and Nissan of Japan. Over 13,000 vehicles to be produced annually for defense use. Two companies already collaborating with Government in production of trucks, jeeps at another factory.

IVORY COAST—Combined rubber plantation, latex treating plant goes into operation. Societe Africaine de Plantations d'Heveas (S.A.P.H.), capitalized at $12 million with majority of stock hold by Government, cultivates 8,130 hectares, produces 2,600 tons per year, employs 2,000.

KOREA—National Agricultural Cooperatives Federation (NACF) signs contract with U.S. firm for delivery of 500 Holstein dairy cattle in 1965, has indicated interest in importing 1000 more head in 1966 for development of dairy industry. Arrangements not made yet for purchasing accompanying dairy equipment.

NETHERLANDS—Five shipyard and engineering firms to combine operations under name of Industriele Handelscombinatie (IHC—Industrial Trade Combination). Companies concerned are Shipbuilding Yard and Engineering Works De Klop, of Sliedrecht; J. and K. Smit's Shipyards, L. Smit and Son Shipbuilding and Mechanical Engineering, both of Kinderdijk; Verschure and Company Shipyard and Engineering Works, of Amsterdam; Shipyard Gusto of Schiedam.

Cost-of-living index rose 3% between mid-March and mid-April, bringing four-month increase to 4.3% over like period 1964.

SPAIN—New Spanish-Italian trade protocol signed, providing for exports to Italy of raisins, sherry, sparkling wines, and for Italian exports to Spain of trucks, wines, handicrafts, sewing machine parts, prepared food. Spanish-Italian trade growing rapidly at unfavorable rate for Spain, with imports from Italy, country's 5th most important supplier, rising from $45 million in 1962 to $117 million in 1964.

SWEDEN—Three Swedish firms at giant petrochemical complex near Gothenburg plan major investments totaling $34 million. Svenska Esso A/B to double capacity of cracking plant to 55,000 tons ethylene annually. Fosfatbolaget, large chemical firm, to construct plant to produce 75,000 tons polyvinyl chloride (PVC) yearly. Unifos Kemi A/B, another chemical company, plans expansion of polyethylene capacity to 50,000 tons.

TURKEY—Press reports Regional Cooperation for Development (RCD), made up of Iran, Pakistan, Turkey, decided at recent Ministerial meeting to establish joint maritime transport company. Other announced results of meeting included agreement to honor tourist cards issued by member countries in lieu of passports; decision to cooperate in oil exploration and establishment of industries; agreement to consider formation of joint airline.

UNITED KINGDOM—Imperial Chemical Industries announces two major expansion plans. Main project to be new $20 million chlorine plant in Cheshire with capacity of 200,000 tons a year. Second project, costing nearly $3 million, will be expansion of existing plant at Wilton with aim of doubling its capacity to manufacture titanium.

YUGOSLAVIA—U.S. and Yugoslavia sign agreement under Public Law 480 (Food for Peace) calling for shipment of 92,000 bales of cotton, 25,000 tons of edible vegetable oil. Cost of shipment is $20.6 million, to be paid in dollars over 12 years.

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join up, see world

Grizzled veterans and younger, mid-career executives are manning posts on economic frontiers in a growing number of developing countries—recruited by the U.S.-based International Executive Service Corps for unsalaried, expenses-paid tours of duty abroad. With them they bring know-how to strengthen fellow entrepreneurs in meeting and conquering a host of problems. Story begins on page 2.

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PUTTING HEADS TOGETHER, IESC volunteer Howard Rose and engineering worker (dark glasses) at Amado Co., Panama, iron out a problem.

BUSINESS-TO-BUSINESS APPROACH

Know-how serves world

International Executive Service Corps recruits top volunteers of all ages

By STANLEY LICHTENSTEIN
Staff Writer

Robert E. O'Brian is in his seventies. His grandchildren are considerably younger, and the IESC (International Executive Service Corps) is not yet two.

All are exactly the right age for what they are doing in Nicaragua, according to the IESC formula: "Anyone who is energetic and in good health is the right age."

O'Brian, a onetime meat-packing plant entrepreneur, college president and Iowa Secretary of State, was sent down to Managua by the IESC to assist a slaughterhouse operation simplify its accounting procedures, improve its sales organization and modernize its buying techniques. He decided to take his grandchildren along not only for the ride but also to learn Spanish. The entire arrangement helps Nicaragua's economy, the U.S. Good Neighbor policy, Robert E. O'Brian as he blossoms forth in a new and significant role, and the O'Brian grandchildren as they learn to talk in a new language to playmates thousands of miles from home.

Current projects

The O'Brians and Nicaragua are one example. Involved in the 44 IESC projects approved so far (four completed) are enterprises in at least 11 foreign countries utilizing the services of younger and mid-career U.S. executives as well as "retired" dynamoes like O'Brian.

Each executive serves the private, nonprofit, tax-exempt IESC as an unsalaried volunteer whose wife may accompany him on his overseas mission, both going on an expenses-paid basis. Cooperating companies grant mid-career volunteers leaves of absence and continue paying their salaries and maintaining career benefits during overseas assignments usually lasting four to six months each.

Recruiting for this Businessman's Peace Corps—as the IESC is unofficially known—is aided by the U.S. Department of Commerce, the Small Business Administration, and business, college alumni and service organization publications. The Agency for International Development is providing interim financing for IESC operations, pending achievement of the organization's objective of complete private-sector financing.

Gather 'round

Since launching of the IESC in mid-1964 and establishment of headquarters on New York City's Fifth Avenue in January 1965, a growing number of commercial and industrial sites in widely scattered developing countries have witnessed scenes involving little knots of men gathered around machinery, conference tables or drawing boards—as in the photographs accompanying this arti-

cle. These little gatherings are packed with meaning.

Take the case of a Peruvian industry saved from collapse with the help of George F. Salman of Manhasset, Long Island, N. Y. Salman, 58, was two years retired from the controllership of the Minerals and Chemicals Philipp Corp. of Menlo Park, N. J., when he was tapped by the IESC for a three-month stint in Port Paita, Peru, from which he has just returned. Following him back to the United States are the glowing words of the general manager with whom he worked down there to diversify the product line of a small shore-station whaling company. Recalling how Salman, using his contacts in the international business community, was able to suggest a solution patterned after an African whaling company's diversification into meat extracts, the Peruvian manager wrote:

"In developing his studies to introduce whale meat for human consumption in the Peruvian markets, he was able to get most valuable information on other by-products.

"Developing this new industrial activity will save our industry from economic collapse, will create new job opportunities, will permit our industry to advance to the manufacture activities, (and) will help the country's economy, including the inflow of foreign currencies."

Personal warmth

The letter from Port Paita concluded on a note especially gratifying to officials of the U.S. organization:

"Through this association I had the benefit of becoming more familiar with IESC's philosophy up to the point that I should like to take a more personal part in your activities in Peru."

The whaling company, like all the other enterprises in the program, had initiated the request for IESC assistance and had accepted the condition that it would pay the Corps a service fee related to local scales of remuneration and also —if possible—pay the volunteer managerial adviser's travel expenses. After approval of the project, Salman had been selected from among several hundred screened and processed IESC volunteers to undertake this particular job. As a group, the volunteers represent what the organization describes as "true business generalists, men who have had broad direct managerial experience in most of the major aspects of a growing business operation—production, cost control, marketing and financial administration," with specialization in one of these aspects where required.

Wanted: You, you and you

"We are placing increasing emphasis on the role of private institutions and private enterprise in the development process, and we shall continue to do so. Foreign aid cannot succeed if we view it as a job for government alone. We must bring to bear on the problems of the developing world the knowledge and skills and good judgment of people from all walks of American life."

—Lyndon B. Johnson

Client companies

IESC client companies in current projects are located in Panama, Peru, Colombia, Iran, Costa Rica, Honduras, Nicaragua, Taiwan, Venezuela, Thailand and the Philippines. Represented are such diverse businesses as a wholesale and retail distribution company, an asphalt specialties manufacturer, a supermarket chain, a heavy metalworking and shipbuilding company, a general construction firm, a television station, a development bank, a self-service retail chain, auto parts and accessories, and a slaughterhouse.

Using a business-to-business approach hailed by President Lyndon B. Johnson as an essential ingredient in U.S. cooperation with the developing world, the Corps explains that its services are available to enterprises unable to obtain assistance on a regular commercial basis or from other sources.

"In screening projects, advantage is being taken of the knowledge and experience of various types of organizations including development banks, corporations doing business abroad, consultants with special knowledge, governmental agencies and local business and professional organizations," a Corps statement says. "Though the criteria of the IESC are flexible, important considerations are the significance of the type of business concerned and its ability to absorb managerial practices and techniques.

"IESC executives generally render services on a temporary basis. In some cases recipient enterprises may wish to make separate arrangements to employ them permanently. . . . Assistance may be given in establishing new businesses. The IESC does not furnish capital, but IESC executives may advise regarding possible sources of capital."

As the Corps grows out of its swaddling clothes, the widespread response to its efforts prompts IESC Board Chairman Rockefeller to observe that the experience to date "has clearly demonstrated the workability of the concept of an executive service corps on a worldwide scale," while IESC President Frank Pace, Jr., is happy to note that returning volunteer executives "have all indicated a desire to return again for another assignment." Also entitled to dote with pride on the burgeoning Businessman's Peace Corps are other U.S. notables who, with Rockefeller, were early champions of the idea —among them, Sol M. Linowitz, Xerox Corp. board chairman and IESC executive committee chairman, and Senators Jacob K. Javits of New York and Vance Hartke of Indiana.

Endorsement

"This organization (IESC) is now expanding its operations and is seeking executives with appropriate experience for the new projects being launched. I know this program will have the wholehearted support of the business community, and we at Commerce are glad to endorse its aims."

—John T. Connor
Secretary of Commerce

Linowitz, returning some years ago from one of his many trips abroad, said he had learned that "the best way to exchange knowledge is to wrap it up in a person." Applying this principle with fervor, the IESC is breaking new ground, making friends, influencing people, and untying economic knots in a growing number of countries.

Knowledge personified

The Corps wraps up its knowledge in the persons of volunteer executives like George Salman, who did such a bang-up job for the whaling company in Peru.

For the Tribaldos Holding Co. of David, Panama, the Corps wrapped up its knowledge in the person of Otto G. Berwind, 60, a Sears Roebuck manager in Pittsburgh for two decades. In Panama, he helped establish cost centers and an adequate accounting system to eliminate confusion in the firm over relative profitability of diversified interests including rum, building products, saw mills, gas stations, an automobile agency, general stores and real estate. Berwind and his wife, finding the people of David "the finest you'll meet anywhere," will return in the fall for a follow-up assignment with the same firm—whose main competitor in David, seeing the improvement in Tribaldos Holding Co. opera-

STANDING BY as production at Panama firm begins to move is Omer Lunsford, IESC volunteer.

tions, sought and obtained similar IESC assistance for itself.

Some 350 miles to the southeast, in Panama City, the Businessman's Peace Corps wrapped up its knowledge in the person of Howard Rose, a volunteer who spent three months helping to straighten out production problems for the Amado Engineering Co. and is now back in Greenwich, Conn., resuming his practice as a consulting engineer.

Other knowledge was wrapped up in the person of Omer Lunsford, who served a year as IESC country representative in Panama on leave from the American Oil Co., to which he has just returned as project director for data systems planning.

"I had a selfish motive in trying to get into IESC," Lunsford confides, "and this was because it offered me opportunities for self-improvement and a rewarding opportunity to travel in foreign countries under circumstances that you wouldn't get taking a tour. Many people contemplate world tours after they retire, but this is certainly better. You're received as a member of the community. You're accepted well. You have personal and social contacts with the inhabitants of the country, the business community, and an insight into what's going on. And more important, you have a challenging assignment that you can get a lot of satisfaction out of. You'll get a great deal more out of it than you'll ever give."

In Bogota, IESC knowledge is personified by Edward Landway, who has been streamlining construction schedules on important Colombian building projects and helping to make warehousing operations more efficient. Landway, a veteran construction manager in the United States and abroad, was most recently associated with the George A. Fuller Co., Washington, D.C.

A Costa Rican pharmaceuticals manufacturer is benefitting from IESC knowledge wrapped up in the person of C. B. Kendall as the manufacturer sets up a new plant and expands his market. Kendall ran his own pharmaceuticals company in Indianapolis, Indiana, for many years.

Another Costa Rican enterprise—a chain of self-service retail stores—is working out a store managers training program and consolidating its accounting and financial controls with the aid of IESC volunteer Albert H. Greene, Gertz Department Stores executive and former president of a Columbus, Ohio, Allied Stores Corp. department store.

Mid-career

The first mid-career executive sent abroad by IESC was U.S. radio and television networks executive Richard L. Spears, who is assisting Iran's Commercial Director of Television to improve programming and increase advertising revenue.

Signing up as volunteers are many other Spears, Greenes, Kendalls, Landways, Lunsfords, Roses, Berwinds, Salmans and O'Brians who are equipping the IESC for comprehensive service around the world. Actually, they come in all ages, sizes and shapes, even though they have been dubbed, half humorously and half affectionately, the "Paunch Corps." Old or young, fat or thin, tall or short, they bring to their volunteer work a remarkable combination of experience, fervor, initiative and common sense.

Exemplar

Robert O'Brian exemplifies the last-named quality beautifully. Hear him describe a slaughterhouse visit made by two gentlemen conducting a market survey on meat for a company under contract with AID:

"They asked me to tell them the difference between an ox and a steer; said they wanted to explain that to the head of AID. I don't blame them for asking. In reality there is no difference, except that a steer becomes an ox the day you put him to work."

Any reader who wishes to perform like an ox for the International Executive Service Corps should—

Write: Mr. John Dieffenderfer, Director of Volunteers-IESC, 720 Fifth Ave., New York, N.Y. 10019.

LICENSING ARRANGEMENTS

A firm which designs and manufactures food and special purpose machinery and equipment seeks licensing arrangements with U.S. companies for powder filling machines, for pharmaceutical and other industries; can unscrambling units, particularly for cans to be taken from retort cages; aseptic filling equipment; continuous cooking equipment, including that operating on the thermoscrew or hollow flight principle; modern design kitchen equipment; and hospital equipment.

Write: Robert Kellie & Son, Ltd., 40 E. Dock St., Dundee, Scotland. WTD.

EQUIPMENT MANUFACTURE

A French corporation engaged in brass founding and finishing work and in the manufacture of equipment and accessories for the wine-making and cognac industries is interested in licensing agreements and in joint-venture operations with U.S. companies with a view to increasing and diversifying its present production.

Write: Etablissements Reunis Th. Guillebeaud & Fourcheraud-Robichon, Rue des Sources, Angouleme, Charente, France. WTD.

Ohio company signs, seals and prepares to deliver to U.K.

By R. E. GREENE
Sales Manager
Dayton Perforators, Inc., Dayton, Ohio

Since returning from participation in the London International Engineering Exhibition, I have had a chance to sit back and think of what this exhibition has meant to Dayton Perforators, a small business devoted to the manufacture of piercing punches and die inserts for the metal stamping trade.

For the past few years we have entertained the idea of making our products available to the international market but all previous efforts to get a reading on the needs, interests and market potential of England had not given us a clear appraisal.

Encouragement

When we were encouraged by the Department of Commerce to participate in the London exhibition, it appeared that this would be an economical, first-hand opportunity to understand part of our envisioned problems of international trade.

We were overwhelmed with what a short period of two weeks could do in resolving many of our anticipated troubles.

Participation through the Department of Commerce proved to be very economical. Through the services offered by the American Embassy and the Department of Commerce, the details of our trip, exhibit and shipping, were handled with maximum efficiency. We were impressed that even the responsibility of pre-publicity and promotion were handled by the Department.

Accusation

Dayton Perforators' booth exhibit was neat and clean, and with just enough sales appeal to stimulate interest and invite visitors. We received so much response to our product that we were accused of giving away pound notes at our booth.

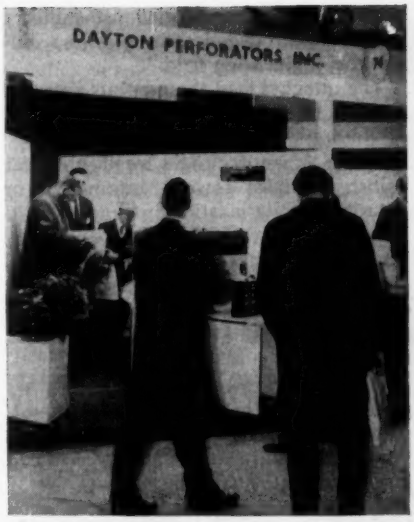
The visitors to our booth were of high caliber and capable of giving a valued opinion. They expressed a sincere interest in our products.

The exhibition gave us the opportunity to test our product application, product acceptance and even price. When we realized that all three of these critical tests passed, we had very little skepticism about continuing our plans to make Dayton Perforators' products available locally to the English market.

In addition, the exhibition gave us the opportunity to interview candidates for a regional manager post and potential distributors needed for servicing the new market.

We are rapidly progressing towards establishing a Dayton Perforators subsidiary in London, have hired our regional manager and are completing the arrangements necessary toward beginning our operation in early fall of this year.

I would heartily recommend that any company with a product of international caliber participate in such an exhibition as the LIEE and take advantage of the services offered by the Department of Commerce.



OPEN FOR BUSINESS, Ohio firm greets prospective customers at London Engineering Exhibition booth.

Analysis of London Engineering Exhibition points to bright future for U.S. products

Commercial attaches report British keenly interested in top-quality, advanced-design equipment, especially if it has succeeded in America

Although it has been an item of history for almost three months, the U.S. entry in London's International Engineering Exhibition stirred fresh interest last week.

Latest word on the big show, which gave U.S. manufacturers expectations of $8 million worth of business in the year ahead, comes in the form of evaluation reports from the American Embassy in Grosvenor Square.

Commercial attaches interviewed both U.S. and British exhibitors, studied the show's impact on United Kingdom markets and arrived at this assessment:

- Britons are keenly interested in advanced design, top-quality engineering equipment from the U.S. They may be unhappy about paying their government's surtax on imports, but they'll pay to get a U.S. product that meets a need.
- U.S. products with the best market potential in Britain are the new or recently improved items that have succeeded in U.S. markets. They include machine tools and attachments, electronic component production equipment, power hand tools, variable speed motors, welding equipment and fluid controls.

Organized by the Bureau of International Commerce, the U.S. exhibit at the April 21-30 show featured products of more than 100 manufacturers and constituted the largest commercial display mounted under the export expansion program. Attendance ran to 73,000.

Reaction

The evaluation reports said the London show is "a superior vehicle" for promoting selected U.S. engineering products. They described the U.S. exhibit as "a success by every criterion."

"Two or three companies left feeling that the LIEE is not specialized enough for them," the reports said, but noted:

"Several company representatives who had come to the show with no faith that their products could compete in Europe were amazed by the results."

Conclusion:

Best bets for showing at LIEE are "items for use in production processes, especially in the manufacture of precision products and components in the engineering (including electronics, motor and aviation) industry," plus "items that have a very wide appeal throughout industry."

The show is "a far less satisfactory forum for laboratory equipment and other items which appeal largely to research personnel, and for equipment re-

lated to a narrow segment of industry (such as petrochemical or plastics) outside the engineering field."

The attaches said these points emerged from their talks with U.S. and British exhibitors:

- U.S. manufacturers need not fear British attitudes toward automation or industrial modernization in general. British industrialists will be receptive to new ideas although probably harder to sell than their American counterparts. Occasionally U.S. equipment will be viewed as over-designed for immediate-future needs.
- Many British manufacturers are not getting as good a return on plant investment as their U.S. counterparts. Labor shortages often make it impossible to run machines more than one shift.
- Much U.S. equipment is sold on a design-performance basis alone because there is nothing like it on the market. But the opportunity for selling at competitive prices should not be ruled out.
- There is not as much specialization in single product lines in the United Kingdom as in the U.S. Thus the manufacturer with a full range of a given product line stands a good chance against United Kingdom competition.
- Some U.S. manufacturers are winning out over British competition on delivery alone.
- Britain's surtax on imports has not had a crippling effect on sales of U.S. products. A principal factor is that much U.S. equipment is not sold on a price basis but on quality, performance and design.

The commercial attaches said their survey of the London show as a whole pointed to a number of U.S. export opportunities in specific engineering product lines, including:

Machine tools—Precision cutter-grinder machines would appear to have particularly good export expansion potential. U.S. machines are regarded as the best in the world and offer maximum time saving in operations. Time saving is not pursued in British industry as it is in the United States, but it will receive increasing attention as production costs rise.

Electronic component production equipment—Production of electronic components in the United Kingdom in 1964 was valued at about $560 million. Substantial increases are forecast for the next five years. In view of the recognized lead that the United States enjoys in the field of electronics generally, the market potential is judged to be excellent for the latest in component production equipment, including environmental testing equipment, with particular regard to semi-conductors and micro-circuitry.

Variable speed motors—United Kingdom manufacturers do not specialize in variable speed motors and do not have the design and range offered by U.S. firms. Success will be related to simplicity of design, product reliability and vigorous promotion.

Machine tool attachments—The market for innovations in machine tool accessories and attachments is held to be very good judging from the experience of LIEE exhibitors in and outside the United States exhibit. One U.S. product on exhibit was a new fixture for grinding irregular shaped perforators and for such other uses as inspection, indexing and radius dressing. The United Kingdom agent was quite optimistic about sales prospects.

Fluid controls—Increasingly stringent requirements for control of industrial processes offer excellent market opportunities for U.S. exporters, although this field is not easily entered. Product promotion is tied closely to engineering services.

Materials—The LIEE definitely pointed up the wide scope for new industrial materials sales in the United Kingdom. New friction materials, impregnated fabric products, industrial rubber products and asbestos products can only be suggestive of the product lines that warrant consideration.

FRENCH HOUSEWIVES found colorful selection of U.S.-made bathtowels in Paris store, Le Printemps.

European retailers will go on boosting U.S. consumer goods

The tide of "America Week" promotions in European department stores apparently will cast up profits for U.S. manufacturers for some time to come.

In an informal survey of retailers on the Continent and in the British Isles, Johnston International Publishing Corp. of New York found that:

- Sixteen stores in scattered European cities expect to increase their purchases of U.S. goods over the next two years, in degrees ranging from "slightly" to "substantially."
- They expect to buy more American-made clothing, textiles, toys, hardware and appliances.
- European retailers like the "newness" and "styling" of U.S. products but tend to criticize on grounds of "high prices."

Johnston spokesmen said they undertook the survey after noting that "Buy America" campaigns by European stores meant "a welcome boost to U.S. exports" to England, Germany, Switzerland and Belgium this year. They said they wanted

EARLY AMERICAN COSTUMES were features of springtime "Shop America" campaign in Bristol, England.

clues to "the future of U.S. products in Europe."

Working by mail, the U.S. firm polled 135 European stores, got "usable" responses from 34.

Replies came from seven stores in Great Britain, seven in Switzerland, four in Denmark, three each in Belgium and Spain, two each in Germany, Ireland, Italy and Sweden, and one each in Greece and the Netherlands.

There were no replies from Austria, Finland, France, Luxembourg, Norway and Portugal.

Three of those replying said they imported no U.S. goods—one each in Denmark, Ireland and Italy.

Other stores in Denmark and Ireland, and stores in Germany, Great Britain, the Netherlands, Spain, Sweden and Switzerland expect to import even more U.S. goods in the next two years, the surveyors reported.

Their leading imports now are textiles, clothing, toys, games, hardware, housewares, sporting goods, furniture, appliances and gardening equipment.

Sixteen of the retailers said they were looking for additional suppliers in the U.S. Twenty-two said they have buying agents here and 16 said they send buyers here regularly.

Asked to name "features that make U.S. products difficult to sell," 18 listed "high prices." Other criticism was negligible, according to the survey report.

Johnston spokesmen said the report, published in pamphlet form, would be distributed as a service to the firm's clients. The firm publishes American Exporter, Automotive World, Industrial World and International Electronics magazines.

Big store in Vienna registers a 'first'

Vienna's largest department store took credit for an Austrian "first" last week after staging a three-week promotion of U.S. consumer goods under the slogan, "Amerika bei Gerngross."

The campaign by A. Gerngross Kaufhaus admittedly was small in terms of volume of U.S. merchandise, but store officials had a reasonable explanation—they're in the process of reconstruction, and half the building has been razed.

Concurrent with the Vienna campaign, a Gerngross-affiliated department store in Linz, Austria, held a somewhat less elaborate "America Weeks" sale.

Commercial officers at the U.S. Embassy in Vienna, who worked closely with store officials in preparing the campaign, reported these results:

U.S.-made Turkish towels "sold very well because of their design although prices were relatively high." The store ordered more.

Store officials were reluctant to offer higher-priced camping furniture. But customers liked the light-weight aluminum construction—and bought.

Other items

Wooden bar stools sold quickly.

Jewelry boxes of artificial leather sold out. Customers liked both design and price.

Lingerie sold well because of competitive prices and designs that differed from the conservative styling of local products.

Men's light-weight shirts sold well. Shirts of heavier synthetic fabrics didn't. Neither did neckties, toys, bathroom accessories and cleansing tissues.

Gerngross spent about $7000 to decorate the store for the event and another $5400 for newspaper and radio advertising. Store officials said they'd repeat the campaign when their new building is finished in 1967.

Furniture from U.S. fills a full floor

One of England's leading furniture stores will devote a full floor to a permanent display of U.S. merchandise as a result of staging a "Furnishings International" exhibit which consisted almost entirely of American furniture.

John G. Gibson, chairman and managing director of Harrison Gibson Ltd., said his plans grew out of meetings with members of a National Association of Furniture Manufacturers trade mission from the United States (INTERNATIONAL COMMERCE, Nov. 9, 1964; Feb. 8, 1965).

The exhibit opened last month in the company's store in Ilford, a suburb of London. It consists of 52 complete room settings and is reputed to be the largest collection of U.S. furniture ever displayed in the London area.

The landed cost of the firm's U.S. imports was about $170,000. There were 12 American suppliers. Gibson made most of the purchases himself on a buying trip to the U.S. after meeting the trade mission members.

His selections were reported to be "of very good quality, with designs quite different from those generally available here."

'Substantial sales'

Gibson described public reaction to the exhibit as "enthusiastic" and said "a substantial number" of sales have been made. He said he would devote the sixth floor of the store to a continuing display of U.S. furniture, reordering from his American suppliers as the merchandise is sold.

Reporting in INTERNATIONAL COMMERCE, members of the furniture industry's trade mission said:

U.S. manufacturers must campaign to sell in Europe just as they campaign in Cincinnati and San Francisco.

Entering the European market is expensive. Ignoring it is like ignoring California, Hawaii and Alaska.

INEL exhibition to launch new electronic products, advanced systems for European industry

Fifty-one exhibitors prepare displays for U.S. pavilion at international event scheduled for Sept. 7-11 in Basel

When the U.S. pavilion at the International Exhibition of Industrial Electronics (INEL) opens September 7 in Basel, Switzerland, 51 U.S. exhibitors will be ready to show and sell their equipment.

More than half of the exhibitors have never sold in Switzerland before. Others who are not new to the market will use the INEL exhibition to launch new products in the European market.

The Potter Instrument Company of Plainview, New York will introduce two new random access memory systems.

Electronic Associates of West Long Branch, N.J., will make an announcement about a new computer.

Seminars

Four papers on "The State of the Art" will be delivered by prominent American electronic authorities at seminars on September 7.

Papers scheduled for presentation include: "Advanced Integrated Circuit Technology," by Dr. Gary Carlson, Texas Instruments, Inc.; "Practical Considerations of Integrated Circuits," Norman Miller, Motorola, Inc.; "Basic Considerations for High Reliability Electronic Components," Wally J. Birk, Sprague Electric Co.; and "Hybrid Computers and their Applications," Werner Bub, Electronic Associates, Inc. Seminars on September 8 will be conducted by French experts and on September 9 by British experts. INEL will run through September 11.

Visitors to the U.S. Exhibition will be able to examine many technologically advanced products including advanced monolithic hybrid and thin film microcircuits, conventional semiconductor devices and electronic components, new electronic manufacturing processes and equipment for manufacturing, end electronic devices and digital and analog computers, and peripheral equipment.

Combined output of electronic components has nearly doubled in the U.S. since 1953, most of this growth occurring within the past five years. Total output by U.S. manufacturers will attain an all-time high of nearly $4.2 billion in 1965, a 5% increase over 1964. More than 400 computer systems are operating in 50 industries of the United States today. The production of processing computers is growing at 30% each year and by 1970 is expected to reach $150 million annually.

The U.S. exhibitor who wants more information about international trade fairs and trade center shows may receive it from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Micro-circuitry

The most rapid growth in the past six years has been in the field of micro-circuitry, and is directly attributable to the vast amount of U.S. Government-financed missile and space research. The trend toward integration of electronic circuit functions into miniature and micro-miniature packages is having a profound effect on the structure of the American electronic industry.

The United States spends $2.5 billion annually on electronic research and development. The electronics industry is expected to provide answers to complex problems resulting from increasing urbanization.

Many authorities look to comprehensive development of electronically controlled highways, supersonic air transport, fresh food and water extracted atomically or electronically from the sea, satellite communications, electronic hospital instruments for monitoring patients, and electronic teaching aids to supplement classroom instruction.

In the light of such trends, INEL, the major exhibition of industrial electronic equipment in Europe, is welcomed as an ideal meeting-ground where further development of these lines may be explored.

Exports, 1st half '65, slightly higher than Jan.-June last year

Export surplus, however, at annual rate below 1964, because of rapid increase in imports

U.S. exports—excluding military grant-aid and seasonally adjusted—in January-June 1965, despite the losses resulting from the dock strike were slightly higher than the level achieved in the first half of last year.

Imports were 13% above the January-June 1964 level.

Because of the rapid growth in imports, the U.S. export surplus in January-June was running at an annual rate of $4.5 billion or $2.1 billion below the comparable rate for 1964.

Delayed shipments

At $2,185 million, seasonally adjusted June exports were 4% below May, but May still included some strike delayed shipments. Nevertheless, compared to the same month of last year, U.S. exports in June of this year were up by 7%.

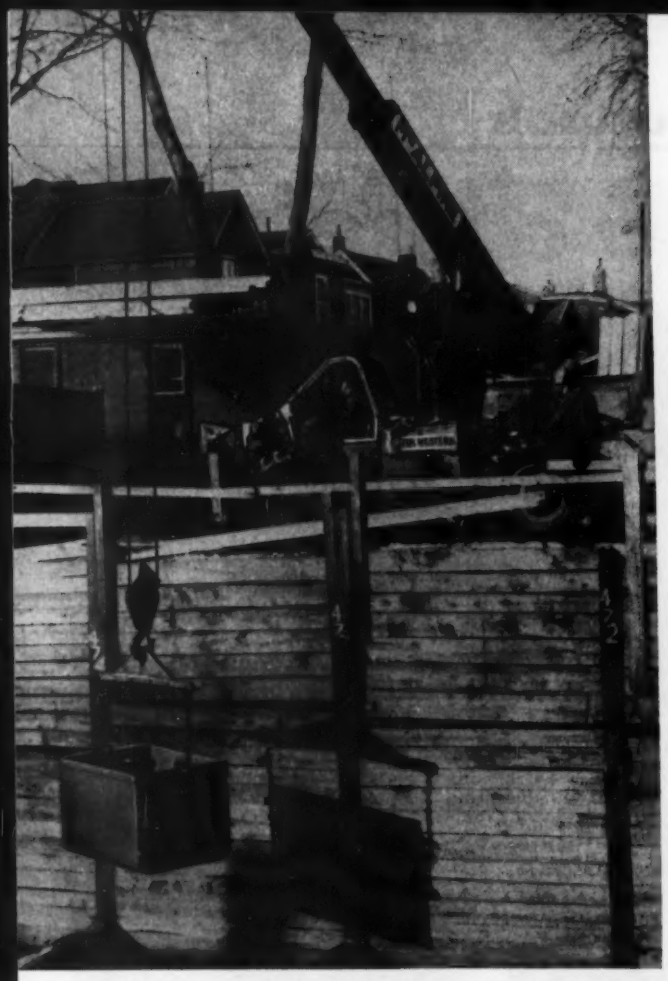
Imports in June 1965 (seasonally adjusted), reflecting continued U.S. prosperity and expanded arrivals of iron and steel-mill products in anticipation of a possible steel strike, rose by 2% over May. The June figure was almost equal to the record high level reached last March when deliveries sharply increased as the strike-affected ports reopened.

SPECTACLE CASES

A German manufacturer is interested in exchanging licensing arrangements with U.S. manufacturers of spectacle cases. It wants to broaden its line by adding new products to its sales program or manufacturing them under license from U.S. firms. It also desires to license U.S. firms to manufacture its products.

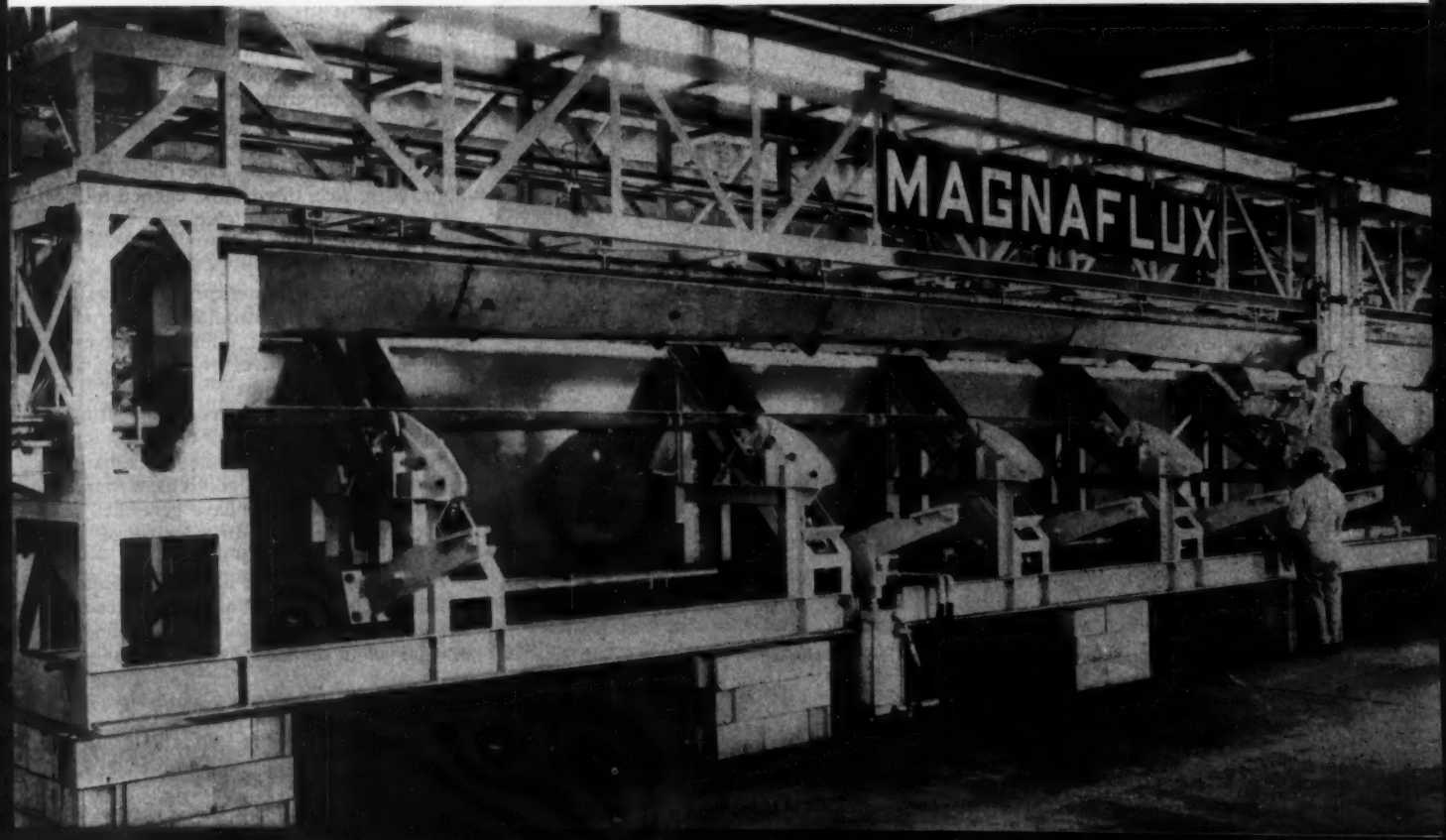
Write: Edgar Kleine Kapunkt GmbH, 469 Herne, 109 Vinckestrasse, Duesseldorf, Germany. WTD.

U.S. 'hardware' is sold around world



TIGHT QUARTERS don't phase telescoping-boom hydraulic crane, above, supplied by Baldwin-Lima-Hamilton Corp. for Toronto subway.

FOOTLOOSE LABORATORY moves in containers (above) from America to Turkish school site in Ankara, 6,000 miles away. Florida State U. planned lab, Hamilton Mfg. Co. made many items, and Container Transport International packaged cargo. Magnaflux Corp.'s magnetic billet testing system (below) goes to Australia.



Congo trying a comeback

Trade figures hit post-independence high in 1964, despite widespread disorder

By MARY CARMICHAEL
Economic Officer
U.S. Embassy, Leopoldville

The Republic of the Congo (Leopoldville) in 1964 achieved its highest level of trade since independence despite civil disturbances in the east and northeast.

Imports financed by the Congo's foreign exchange earnings increased by $71 million to a total of $209.9 million, 54% higher than in 1963. In addition, imports supplied by parent companies to subsidiaries in the Congo, plus private imports of automobiles, foodstuffs and other items paid with foreign exchange held abroad, also increased by 54%, to $7.2 million. Exports for 1964 amounted to $366.7 million, a 19% increase over 1963.

Major production losses caused by the disorders were in the agricultural sector. Exports from rubber, palm oil and cotton plantations such as those operated by the Unilever and Societe General groups were mainly affected.

The important mining areas in Katanga and Kasai and the agricultural regions of the Bas-Congo and Mayumbe were largely unharmed. Production increases combined with rising world prices to make 1964 a relatively good year.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

IMPORTS OF U.S. PRODUCTS such as this sewing machine have benefited from the U.S. AID program.

A successful economic stabilization effort in the Congo remains of paramount importance. Therefore, current foreign exchange controls and credit restrictions, as an integral part of the stabilization program, are likely to remain in force for the time being.

Although the Congo's economy started 1965 on a somewhat weak note, the country is on the upswing again with good trade prospects opening up which should carry over into 1966. As incomes and expectations rise, the economy may absorb an increasing amount of American exports if efforts are made to introduce more U.S. products. With the existing economic infrastructure and the important natural resources of the Congo, the basic conditions for growth are already established.

During the past three years U.S. exports to the Congo have been financed largely by the Agency for International Development (AID), with emphasis on refurbishing the existing export production capacity of the country. This program has introduced U.S. industrial, agricultural, and construction machinery, transport equipment and spare parts, chemicals, pharmaceuticals, and textiles, plus tobacco and some raw cotton under the PL 480 program.

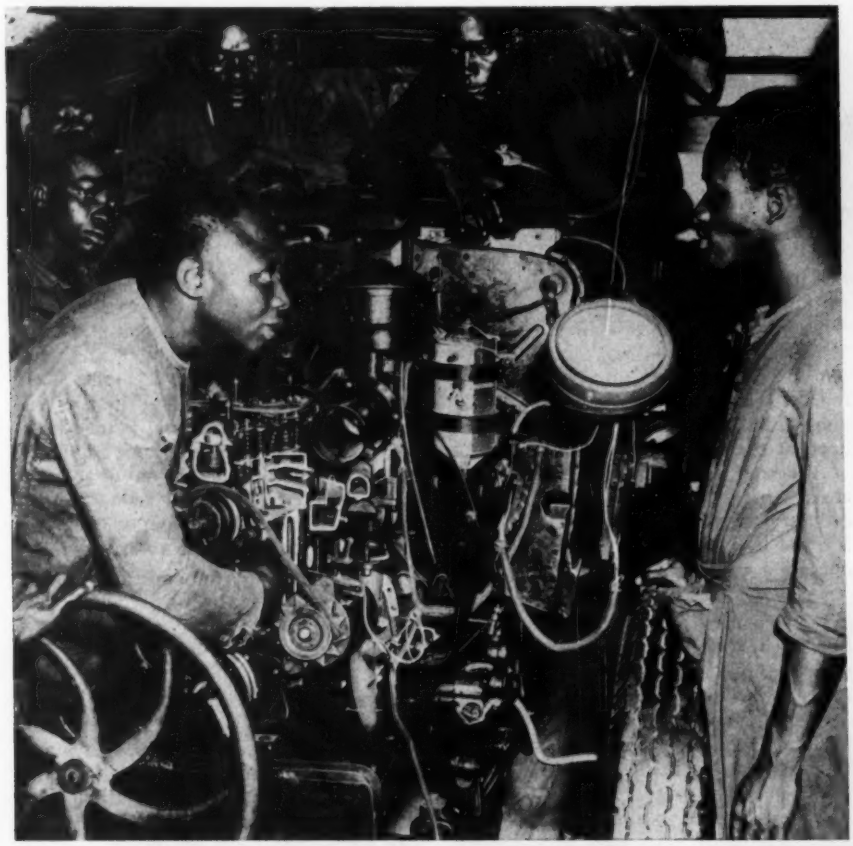
Also under the PL 480 program, basic U.S. foodstuffs have found a ready market in the Congo—especially wheat flour, corn, rice, dried milk, canned milk and canned and frozen chicken.

AID eases the path

AID has given American exporters a chance not only to introduce their products, but a significant number have established representatives or agencies and permanent relationships.

U.S. exporters can expect increasing competition as the Congo's economy improves and the aid program is gradually reduced, but many U.S. goods have found a wide acceptance and have generated a market for sales of a broader range of U.S. products.

For example, canned and dried meats, processed cheeses, meat and other sauces, tomato and citrus fruit juices, and canned fish are all in demand by urban Congo-



FROM THE GROUND UP, the Congo must once again begin the long climb toward economic self-sufficiency. This Congolese instructor is explaining the fundamentals of the internal combustion engine.

lese and have been frequently noted on sale in the large open air market in Leopoldville. Both Congolese and European merchants say there is an expanding demand for such U.S. food products.

Packaging materials of all kinds, including inexpensive bottles and cans for beer and soft drinks, offer prospects for the American exporter. Paper products are also in demand and offer a market for competitive American items. The market for home appliances is growing as many Congolese in Leopoldville and Elisabethville are buying electrical conveniences for the home. The market for air conditioners and dehumidifiers, both packaged units and window-types, is expanding continually; the recent construction boom in Leopoldville has increased demand for these products and many other modern convenience products for office and apartment buildings.

Markets are developing and expanding for many kinds of light machinery, including modern food processing machinery and other equipment for new industries. In this connection there is also an increasing demand for chemicals, plastics and petro-chemical materials as manufacturing facilities expand.

Owing to the limitations on communications in the Congo and the lack of familiarity with Congolese marketing conditions, personal contacts are almost always necessary to introduce a product. For this reason, the early appointment of agents or representatives is highly recommended.

Most are satisfied

Most American businessmen who have visited the Congo during the past six months have expressed considerable satisfaction in their personal contacts with local business firms and their ability to find suitable representatives or agents.

Prospects for investment in the Congo are looking up, as indicated by the construction of new plants or extensions of existing ones in Leopoldville. Traders and investors from the Common Market countries and Japan are actively investigating both trade and investment possibilities in the Congo.

Small amounts of capital invested in joint enterprises with Congolese are popular among European businesses coming into the Congo. These projects usually are approved because they reduce import requirements for finished products.

A draft investment code is under consideration which offers basic tax incentives, guarantees against expropriation and provisions for repayment of principal and interest on foreign capital investment, but is necessarily vague at this time about the transfer of dividends or profits.

U.S. investors have the advantages offered by our Investment Guaranty Agreement with the Congo, enabling the U.S. Government to insure against inconvertibility, expropriation, and loss due to war, revolution or insurrection.

The Congo offers expanding opportunities for American exports and investment, which can extend beyond the frontiers of the Congo because of the country's central location.

$15 million loan will buy foreign goods and services to improve Singapore's port

The World Bank has loaned the equivalent of $15 million to the Port of Singapore Authority to cover the foreign exchange costs of expanding and improving the port.

The purchase of major items of equipment and the awarding of major construction contracts will be made on the basis of international competitive bidding.

The project consists primarily of the construction of four additional deep-water berths with ancillary facilities, a port engineer's maintenance depot and workshops, new administrative offices, and replacement and augmentation of floating craft and cargo-handling equipment including a dredger, fire floats, tugs, a waterboat, mobile cranes and forklift trucks.

The Authority is retaining the services of consultants to design and supervise the project.

Total estimated cost is equivalent to $25.7 million. The Bank loan will cover the foreign exchange costs of $15 million, and the Authority is financing the local currency costs from its own resources.

AT MILAN CENTER

Leads not many but good

Several companies display new products, report headway in educating customers

A specialized array of industrial process control equipment, on display recently at the Milan Trade Center brought these results to the 30 participating firms:

Two agents appointed, three under negotiation, and a total of $2 million expected in sales during the next 12 months. Floor sales totaled $68,000.

While the floor sales were moderate, according to the U.S. Consulate General in Milan, the basic purpose of the show was achieved.

It provided an excellent medium for American manufacturers to test the market for new equipment and to demonstrate its use to Italian engineers and industrialists, "thus opening the way for greatly expanded future sales."

Several firms introduced products new to the Italian market.

Bourns, Inc. exhibited microcomponents, relays, transducers and potentiometers. Attracting attention were two new items, an exponential resistor used in analog computer systems, and a miniaturized pressure transducer of the type used in the Gemini project.

While the firm sold only $2,000 worth of equipment on the floor, it estimates first-year sales at $300,000. Their rep-representative, Stephan Schibli, commented, "We feel that the Italian market in this sector is a young one and should experience growth for, say, six years. The show was well organized and gave us—not a great number of leads—but good ones. It was worthwhile, especially for testing the market."

Sloan Instruments Corp., was handicapped by late arrival of its equipment and early transfer to another show, but its line of vacuum deposition and microcircuitry control instrumentation—all new to Italy—drew much interest.

R. Reigert, president, feels that the company will sell about $30,000 worth of equipment in the coming year, but added, "The prime value of the show was to introduce our equipment, which is unique, and educate our representative in the use of it. This market is new, and we want to get in on the ground floor."

Adams and Westlake presented a line of mercury displacement relays and mercury wetted relays. Their agent, Ing. Giuseppe de Mico of Milan, declared, "Our purpose was to make better known our products which are new to this market. Our success in achieving this is attested by the 100 prospects we developed at the show."

Although the mercury wetted relay costs two to three times the price of an ordinary relay, their agent feels that this is offset by its reliability, longer life, and operating speed.

Electronic Associates, Inc.'s purpose in participating was to demonstrate in Italy their analog computer, digital computer, dataplotter and recorder. J. P. Poncelet, sales manager, European Division, commented, "Our products are such that they require a long process of customer education. In this light, the results were positive.

"I saw several customers, one especially important who was leaning to a competitor, but is now back with us. More important, our agent has now received a thorough briefing on our equipment."

Poncelet expected sales to increase by $25,000 but added, "This figure could be far larger if certain customers come through."

Hewlett-Packard had an in-depth display of electronic and electrical control devices and measuring instruments. Some of the newest products included an ultrasonic translator used, for example, for finding leaks in pipes, and an array of controller recorders.

According to Mr. Dodini of the Italian affiliate, "The company was able to test the market for some new products, to improve sales in the industrial field, and to develop new customers. Although difficult to judge, we anticipate at least $25,000 in increased sales."

One of the firms exhibiting products already in the market was the **Neptune Meter Co.** Their representative, J. C. Newberry, reported:

"No matter how much a product is talked about, there is still no substitute for showing the customer what you have to sell. As our products are not easily portable, this exhibition provided a first-class opportunity for their display in a well-designed layout. Though the total number of enquirers was low, they were genuinely interested in our meters—especially in the oil refining, petro-chemical, power generation, and industrial chemical fields. There is no doubt that this exhibition will have played a good part in what will be greater sales ($50,000) over the next year or so."

The managing director of **AMF's Italian Associate Co.,** A. Chiappi, attended their booth and congratulated the Trade Center on a "well promoted and organized show." He said the company received many visitors from leading Italian companies and that business generated for their line of timers, relays and microswitches will be substantial—in the order of $100,000. As other participants, he expects clients to test equipment before actual purchases are made.

Femco developed a number of additional customers for its communications carrier systems (used, for example, to communicate with overhead crane operators in directing their operations in steel mills), and for their audio systems (used in plant operations).

As a result of this show, their agent "has great hopes for the sale on the Italian market of all the Femco equipment exhibited." The company is also considering establishing a subsidiary or affiliate in Italy and obtained useful information for this purpose.

Among the most active booths at the show was that of **Giannini Controls Corp.,** whose Italian representative, Nino Cupaiolo of SMERI, Milan, tirelessly manned the booth, and promoted substantial sales for their line of timers, timing motors and time delay relays. His comment was: "The show was good for us because we got classes of buyers that weren't previously tapped."

The **Cherry Electrical Products Corp.'s** representative, Mr. Tobolewski, also proved to be a good promoter, and ex-

The industrial process control equipment show proved a good testing ground for those who put their wares on display. And a large number of visitors and buyers looked inside and out at what they had to offer. The activity shown in these photographs bears out what one exhibitor said about the show: "It was worthwhile, especially for testing the market."

pects greatly increased sales of the firm's line of switches. He commented:

"This show provided a very good chance for testing the market, particularly for our new crossbar type selector switches. We also found leads for new sales arrangements, and now have a better understanding of the difficulties we met in introducing our switches into Italian industry many years ago."

Cherry wrote $20,000 in orders at the show, and expects a minimum of $40,000 in first-year sales, with additional sales possibilities several times that figure.

Although **Bailey Meter Co.'s** products (metering and control equipment for combustion and heating) are generally sold on a custom-made basis, the firm's Italian agent developed several potential customers at the show, three of whom "could place orders running into a sizable sum." While satisfied with this aspect of participation, Bailey's representative felt that the timing and title of the show were not well chosen.

Agencies

The **Alina Corp.,** seeking representation, stirred tremendous interest in their Linearscope—an optical measuring instrument used for measurement of machine tooled parts difficult to get at.

Several Italian firms were eager to take on the agency, but Anton Fink, Alina's engineering representative, wishes to check these out, saying, "It has been our intention to make contacts only, and to select an importer-distributor out of these. We are fully satisfied with the number of prospects generated, and particularly by the assistance of the Trade Center and Consulate General in bringing in these prospects to us." The firm estimates a first-year market of $40,000.

The **Tenor Co.** sought and found an agent for its stepping drum programmer, used for controlling electric load circuits in automatic systems and predetermined sequence. Mr. Mountford, sales engineer, was highly satisfied with results achieved, saying, "After all, we found what we came for—an agent for Italy. Furthermore, our product was seen by many Italian engineers and this, added to your daily visitor lists, gives our new agent a good prospect list."

Hydrodynamics (humidity sensors, recorders, controllers) found the show an "eye opener," in the words of Mr. Rudigier, sales manager. "We were relatively unknown in Italy, and this show has not only exposed our equipment to many engineers and technical people, but it has enabled me to know our distribution outlets in Italy and Europe."

Malawi imposes new currency regulations to coincide with adoption of monetary unit

Exchange controls govern movement of currency into foreign countries; Malawi pound equal to U.S. $2.80 became legal tender on June 1

Malawi has imposed new exchange control regulations governing the movement of currency between Malawi (formerly known as Nyasaland) and all foreign countries, including Rhodesia and Zambia.

The date of the new regulations, June 1, was made to coincide with the official adoption of the new currency unit, the Malawian pound, which replaced the former Federation of Rhodesia and Nyasaland pound.

With the exception of three, one, and one-half pence coins, the old Federation currency ceased to be legal tender in Malawi as of the June 1 date.

Similar action was taken in Rhodesia and Zambia. The new Malawian pound is on a par with the British pound sterling and the old Federation pound, and is equal to U.S. $2.80 at the official rate of exchange.

Malawi, which now manages its own currency and exchange control system, promulgated the new exchange control regulations in the Exchange Control Act of 1965. This Act is administered by the Reserve Bank of Malawi under powers delegated by the Minister of Finance.

Authorized dealers appointed

Under the new Act, the public may not send checks drawn on Malawi banks to any other country, including Rhodesia and Zambia, without having prior approval from an authorized Malawi dealer. The Act appointed the Reserve Bank, the Standard Bank Limited, and Barclays Bank D.C.O. to be authorized dealers.

In addition to new exchange control regulations concerning travelers, persons temporarily employed in Malawi, remittances abroad by Malawi residents, and the promotion of the life insurance business, importers have been notified that there will be no restriction on payments to foreign countries for goods imported into Malawi.

However, such payments will be subject to any import licensing requirement and suitable documentary evidence of importation. The act emphasizes that importers must obtain approval from one of the specified authorized dealers before payment can be made to any country, including Rhodesia and Zambia.

The act provides that the Reserve Bank will, for the present, continue to allow any special arrangements made between the former exchange control authorities and individual firms. In addition, it will now be considered an offense to import into Malawi old Federation or Southern Rhodesian notes or coins.

Indonesia imposes partial ban on Hong Kong imports

The Indonesian Government has prohibited importation from Hong Kong of goods in economic Groups III and IV, the less essential commodities.

This prohibition had been in effect since last Jan. 15, on the basis of a December 1964 decree but it had not been enforced. Local trade sources report the present decree is being implemented, at least for air freight shipments.

Goods in Groups III and IV already within the customs area may be released upon payment before Aug. 16 of an extra tax equal to 100% of the customary assessments. Entry without tax is permitted goods for which the Ministry of Trade had issued a permit prior to the decree.

Goods for which the tax is not paid by the deadline or goods entering the customs area subsequent to the decree will be seized by the Government without compensation.

Italy reduces taxes on business mergers

A law recently passed in Italy provides for the temporary reduction of taxes applicable to transformations, mergers, and concentrations of major business companies occuring between March 28, 1965, and Dec. 31, 1967.

During the period in which the tax reduction will remain effective, the registration tax will be fixed at $32 and the Government concession and mortgage taxes at $3.20 each. These taxes are normally proportional to the value involved in the corporate change, as for instance, a 1% registration tax on mergers.

For an English translation of the new tax law, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Germany summarizes rules on postage stamp imports

The German Finance Ministry has summarized the regulations regarding imports of postage stamps destined for collectors and dealers.

Postage stamps imported into Germany are customs free under tariff number 99.04 but are subject to a turnover equalization tax of 4% levied on the c.i.f. value of the stamps.

However, stamps received through the mail (postal channels) except parcel post, if weighing not more than 500 grams and valued at $2.50 or less are not subject to the turnover equalization tax and may be sent directly to the recipient without customs clearance.

The turnover equalization tax is also waived for imports of postage stamps valued at more than $2.50 and less than $6.25. The latter must however, be sent to the customs authorities for clearance, and the green label, U.S. Post Office form 2976 (CI), must be affixed, declaring both the contents and value of the enclosures and showing that they may be submitted to the customs authorities for examination.

The Ministry of Finance feels that observance of these regulations will expedite the clearance of postage stamps coming into Germany.

Trinidad exempts fishing equipment from duties

Trinidad has granted exemption from customs duty to imports of fishing equipment including outboard motors and inside engines for fishing boats; new and second-hand fishing boats of 35 ft. or over; and special equipment for fishing vessels, such as compasses, echo sounders, and radio telephones.

Applications for duty exemption should be made to the Senior Fisheries Officer, Ministry of Agriculture.

Chile extends futures coverage to more goods

Chile's Central Bank has made all imports not previously eligible for futures coverage under Circular No. 443 of Nov. 13, 1964, and its later modifications, eligible, provided they had completed the fixed 120-day waiting period following the embarkation of merchandise as of April 1, 1965.

All merchandise on the permitted list of imports, and the prohibited list of imports (which may still be imported through the ports of Arica and Aysen, Punta Arenas), are now eligible for future foreign exchange coverage upon presentation of proof of customs clearance.

Among items now eligible for futures coverage are sawn lumber products, rice, corn, potatoes, beef and pork, thread, building materials, various chemicals, paint, wire, keys, automobile parts, plows and harvesters, air conditioning equipment, elevators and escalators, power saws, drills, lathes and other tools, pumps, welding equipment, electric motors, office machinery, generators, light fixtures, electric control switches, batteries, motor boats, tractor and motorcycle parts, glassware and china, tape, and photographic paper, all paper products, scientific instruments, musical instruments, and all types of sports equipment.

New Zealand licenses certain new importers

New Zealand has broadened its import licensing system which, up to now, has been effected primarily by issuing licenses to importers of historical record.

During 1965-1966, established importers holding "A" licenses will be granted an initial allocation equal to 75% and, upon proof of need, a maximum of 133⅓% of the value of their 1964-1965 licenses for similar products.

Under the expanded program, new importers will be permitted to import a limited percentage of those products previously obtained by them from established importers.

These new applicants will also be issued "A" licenses. These licenses, however, will be based on the cif equivalent of 25% of an applicant's last three years' average purchases from established importers of similar goods for which import application is made. These new licenses will not be subject to increases during the 1965-66 licensing period.

Imports financed by specific overseas funds owned by private individuals and business concerns are not included in calculating a new importer's allocation.

Germany removes license rules for whiskey imports

Germany has removed license requirements for imports of whiskeys from all countries.

Formerly, import licenses had to be obtained from the German Federal Monopoly Administration. This is no longer necessary as the importation of whiskeys has now been placed under global general license.

Philippines to enforce new customs regulations

Philippines Customs has advised the American Embassy in Manila that some shipments are arriving in Manila from the U.S. without a commercial invoice, accompanied by a detailed packing list, acknowledged before a notary public to be correct as to all information stated therein with the value declared the same as the value stated in all other declarations made for any agency in or of the exporting country.

Paragraph 5 of the Philippine Customs Order 8-65 was amended last May 13, to exempt U.S. exporters from the requirement that they present a copy of the shippers export declaration to qualify for consular invoices on shipments to the Philippines and to require a notarized commercial invoice with detailed packing list instead.

This Customs Order, effective last July 1, was relaxed until July 31 under orders of the Philippine Secretary of Finance due to local port congestion.

The grace period therefore has now expired and Philippine Customs has warned that it will not clear shipments unless they are documented with the prescribed notarized invoice.

Trade Marks Act amended by Kenya

Kenya has passed legislation amending her Trade Marks Act.

The Act, passed prior to Kenya's 1963 independence from Britain, tied Kenya's trademark practices to the United Kingdom in several ways.

Provisions that trademark applicants in those countries with which the United Kingdom had treaties for reciprocal trademark protection would automatically be given up to six months' priority when making application in Kenya have been abolished. Trademark registrations previously obtained, however, are not affected.

Kenya has also acceded to the Paris Convention for the Protection of Industrial Property. Thus U.S. trademark applicants will still receive national treatment and a six-month priority when applying there.

Iranian Parliament passes petrochemicals industry law

The Iranian Parliament has passed a Petrochemicals Industry Act which permits the National Petrochemical Corp. to enter into joint venture agreements with Iranian and foreign firms to manufacture petrochemicals derived from natural gas and other hydrocarbons, and to distribute, sell, transport, and export them.

Agreements and contracts concluded for this purpose will become valid after their approval by the High Petrochemical Industry Council, the General Assembly of the National Iranian Oil Co., the Council of Ministers, and the joint parliamentary economic and finance committee.

At least 50% of the shares of such joint venture companies are to be held by the National Petrochemical Corp.

New decimal currency introduced in Ghana

Ghana has introduced a new decimal currency, the "cedi," equivalent to U.S. $1.17 replacing the old Ghanian pound.

The cedi is divided into 100 pesewas. The old Ghanian pound and the cedi will circulate side by side for one year, during which time the old currency will be gradually withdrawn.

Fertilizer drive

Pakistan to build 10 plants; private investment emphasized

With demands for fertilizer surpassing present production, Pakistan has given priority to the construction of 10 new fertilizer plants in its Third Five Year Plan which began July 1 and current experience indicates a preference for private participation in the endeavor.

Estimated cost of the new facilities is approximately $253 million, with six plants scheduled for East Pakistan and four for West Pakistan.

Scheduled completion date for the new facilities is July 1, 1970. One plant, according to plans, will go into production in fiscal year 1967, six more in 1968, one in 1969 and the final two in 1970.

Total annual fertilizer production of all types by July 1, 1970 is targeted at 484,000 tons compared to the present capacity of 120,000 tons.

Planning ahead

Planning reportedly is well advanced on the first of the new plants. A private foreign firm has an equity in the venture and is contributing design and operating know-how to the project.

Equity also will be held by development organizations, an international financial agency, the public and a minority interest by the Government of Pakistan.

As planning for the remaining nine plants is likely to involve similar arrangements for private enterprise participation, U.S. fertilizer firms and investment interests may wish to explore at first hand the possibilities for planning, construction and operation of these plants as well as equity participation in one or more of the individual projects.

Pakistani consumption of fertilizer is reported to have increased three-fold during the past five years. To insure continuation of this rate of increase, the Government is backstopping its fertilizer production planning by mounting an intensive agricultural education campaign over the next five years.

Particular emphasis will be placed on explaining to farmers the value of balanced applications of nitrogenous, phosphatic and potassic fertilizers. With periodic reviews, the policy of subsidizing fertilizer sales will continue during the Third Five Year Plan and the distribution system will be streamlined to make fertilizer available to all farmers.

Under the direction of the Agricultural Development Corp. (ADC), a program to move fertilizer distribution into the private sector is being pushed. There were reportedly over 3,000 private fertilizer distributors in East Pakistan late in 1964 and this number is rapidly increasing.

West Pakistan had a different distribution system. The ADC will coordinate and supervise a country wide program to gradually transfer distribution to private channels. Farmers will be provided credit facilities to purchase fertilizer and supplies will be assured through allocation of ample foreign exchange to meet consumption requirements.

In view of the vital role assigned by the Government to agricultural growth during the next five years, U.S. firms, particularly those experienced in fertilizer production, might consider the advantages of taking a closer and on-the-spot look at the program designed to add the 10 new fertilizer plants.

For additional information, including statistical summaries of targeted production of various types of fertilizer and advice concerning means to thoroughly explore these opportunities in Pakistan at minimum expense, **write:** Bureau of International Commerce, Office of International Investment, Code 8630, Department of Commerce, Washington, D.C. 20230.

German, Swedish firms want licensees

A German manufacturer offers U.S. licensing rights for production of its axial flow fans comprising blades made by a special process. Two Swedish firms also seek U.S. licensees to produce a line of fruit packaging machinery and concrete building joists and channel blocks.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number.

The German manufacturer of electric motors and household appliances, magnetic brakes, and axial flow fans and mufflers seeks U.S. licensees to produce its fans. The firm claims its axial flow fans provide high pressure rates and efficiency combined with mean noise levels.

The airfoil fan blade is manufactured by a special process-polyester resin, reinforced by glass fibers pressed on the steel pitch.

The firm also reports that because of the nonsparking character and corrosion resistance, the plastic impeller blades offer many possibilities for a wide range of applications. The blades are easily cleaned by using any solvent. File 1338.

A Swedish manufacturer is interested in licensing its fruit packaging machinery in the U.S. The machinery comprises a sorting table, elevator and fruit counter in combination with closing machines for net cotton bags.

The fruit counter can have one or two channels and an electronic counter that can be preset for batches of from one to 16 pieces. Capacity is about 1,000 packages per hour per channel.

The fruits are fed by a variable-speed turntable through the channels, from which it is delivered in batches to the net closing machines. The equipment is made of light metal and stainless steel. File 1339.

Another Swedish firm offers U.S. licensing rights for production of its concrete joists and channel blocks. The joists are intended to form the supporting part of cellar joists in homes without basements, floor joists, and roofs of industrial and commercial buildings.

The channel blocks are used in building walls and can be covered with a layer of stone or ceramic material such as powdered marble providing a finished surface. File 1340.

CONSTRUCTION MATERIAL

Manufacturer of thin black and galvanized sheet metal, mechanical and structural construction projects, metal furniture, river barges and boats, ovens, paper and textile mill equipment seeks agreements with U.S. concerns to manufacture public works construction material, metal office furniture, pleasure boats, and semi-trailer tanks.

Write: Forges de Strasbourg, 75 Allee de la Robertsau, Strasbourg (Bas-Rhin), France. WTD.

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Japan's expressway project open to international bids

International bidding is invited by Kodan on the construction work of "P" Project, a section of Japan's Tokyo-Nagoya Expressway between Toyokawa and Komaki. Contractors with expressway construction experience who are nationals of the member nations of the International Bank for Reconstruction and Development are invited to submit bids.

Bid deadline is Aug. 30.

In addition to the expressway construction, the project includes soil and rock earthwork, building 8 bridges, 1 viaduct, 1 interchange and 32 underpass structures. No subletting of the major part of the work will be allowed by Kodan who will also furnish all the steel and Portland cement used in the construction. (INTERNATIONAL COMMERCE, July 26, p. 36).

Interested firms in the U.S. may obtain a loan copy of this announcement from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3601.

Metal fabricating factory in Okinawa seeks contracts

A U.S. operated metal fabricating factory in Okinawa has plant capacity available for U.S. firms selling to Far East markets.

The Ben Steel Co., Okinawa, can complete assembly or fabrication of component parts and ship to the Asian buyers. The firm has two buildings, capable of utilizing 80 employees, and is experienced in the metal fabrication of materials handling equipment, tanks and digesters for the pulp and paper industry, and agricultural equipment.

Interested U.S. firms should contact the parent company, Leckenby Co., 2745 11th Ave., SW., Seattle, Washington 98134.

Greece extends bid deadline

The Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens 125, has extended the bid deadline for milk and cheese processing, refrigeration and air conditioning equipment from Aug. 19 to Sept. 18. (INTERNATIONAL COMMERCE, July 26, p. 36).

Korea requests bids on coal mining equipment

The Republic of Korea is inviting bids on a variety of coal mining equipment for early delivery to the Dai Han Coal Corp. under Tender No. KFX-5093-F.

The equipment is apparently destined for a gassy mine as the electric motors which are included in the list of items must be explosion proof.

Bid deadline is Aug. 31.

The required equipment includes 20 safety props or jacks, 10 with a maximum load capacity of 6 tons and 10 with a load capacity of 7 tons; 10 single drum, reversible type air hoists; 1 block gauge for setting measuring instruments such as dial meters and 3 self centering dial bore gauge for measuring inside of cylinders; 1,900 meters of high tension cable; and 25 geared motors, 220/440 v., a.c., 3 phase, 60 cycle, 6 poles, fan cooled and totally enclosed.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the ACME Division, BDSA-6310, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5566.

$9 million office building planned by Canada; various materials and items needed

Construction work will start soon on Canada's 18-story $9 million office building in downtown Toronto.

The structure will be of reinforced concrete construction and will house the head office of the Global Insurance Group. Underground on-site parking will be provided for 90 automobiles.

Interested U.S. manufacturers and suppliers who wish to offer materials and manufactured items should communicate directly with Olympia & York Industrial Development Associates, 15 Benton Rd., Toronto, Ontario.

Prequalification deadline extended by Western Nigeria

Western Nigeria's Ministry of Works & Transport has issued an extension of three weeks to U.S. firms for submitting Application Forms (MWT No. 245 A) for Registration as Prequalified bidders in the reconstruction of roads. (INTERNATIONAL COMMERCE, July 19, p. 27).

Forms MWT No. 245 A are available to firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Ecuador to build two bridges

Ecuador's Ministry of Public Works plans to construct the Quinonez and the Chone bridges situated at Kilometers 90 and 159 respectively of the Santo Domingo-Bahia Highway. Financing for this project will be partly by an International Development Bank Loan and partly by allotted Ecuadorean Government funds.

Bid deadline on this project, Licitacion No. 24-Pl-Op, is 3 p.m. Aug. 23. Correspondence is preferred in Spanish. Write to the Secretaria del Comite de Licitaciones del Ministerio de Obras Publicas, Ministerio de Obras Publicas y Comunicaciones, Quito, Ecuador.

Specifications are available from Direccion General de Obras Publicas y Comunicaciones, upon payment of about $29 plus $10 for air-mail postage to the U.S. Refer to specification title, "Especificaciones Generales para la Construccion de Caminos y Puentes en los Proyectos Federales de Carreteras FP-61."

VHF mobile radio equipment bids requested by Thailand

Thailand's Royal Irrigation Dept. has issued an Invitation for Bids, No. MK-1-9, calling for the supply of a VHF mobile radio base station and 12 mobile units.

The equipment should operate in the 136 to 150 Mc/s frequency band, have four crystal controlled frequencies and be supplied complete with all accessories, including antenna and tower.

The base station transmitter should have a power output of 300 watts, complete with remote control and 300 ft. tower. The mobile units should have a power output of 80 watts.

Bids must be submitted by Aug. 24 to the Royal Irrigation Department, Samsen Road, Bangkok.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iraq wants military headgear

The Government of Iraq is interested in procuring 150,000 khaki visor caps (baseball type) identical with the cap presently used by the U.S. Army, with the addition of a sash or neck piece.

Specifications and samples are available at the Office of the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C.

Thai firm requests offers for electrical supply needs

Orient Electric Ltd., Partnership (importer), 85/3 Sukumvit Rd., Bangkok, Thailand, urgently requests offers by cable or air mail for various types of electrical supplies and apparatus.

The items desired are as follows: lighting fixtures; fire alarm systems; electric clocks, 119 sets, 220 v. 50 cycle, 12" dia. nickel plated and 1 set of automatic resetting device; gamma-ray radiographic equipment; telephone and telegraph equipment; transformers; voltmeters; ammeters, watt-hour meters; circuit breakers and other related electrical equipment; electrical current carrying devices and lighting fixtures.

Additional details on the lighting fixtures, fire alarm systems, transformer equipment, and electrical conduits, is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Bid deadline extended

The State Electricity Commission of Victoria, Melbourne, C.1., Victoria, has extended the bid deadline for the supply of one electrically powered bucket-wheel excavator from Aug. 16 to Sept. 6. (INTERNATIONAL COMMERCE, July 12, p. 25, under SIC No. 353).

Iraq issues tender for sewerage system project

The Republic of Iraq's Ministry of Municipal & Rural Affairs for Baghdad's Sewerage Board has issued tender No. 7 for the construction and drainage of the Adhamiyah and Sulaikh sewerage system.

The project includes supplying and laying precast concrete pipes, ranging between 9 to 36" in diameter for about 47 miles; construction of about 1.2 miles of trunk sewer not exceeding 1.2 yards in internal diameter; and construction, supply and erection of five pumping stations.

Bid deadline is Oct. 20.

One set of tender documents including addendum "A" is available for review only, not for loan, in Rm. 4014, Building Materials & Construction Industries Division, Department of Commerce, Washington, D.C.

Three sets of tender documents and one set of drawings can be obtained upon payment of $140 plus air mail charges to the U.S. from the consulting engineers, Messrs. John Taylor & Sons, Artillery House, Artillery Row, London S.W. 1, England.

Afghan military club wants wide range of PX type goods

The Royal Afgan Military Club Cooperative, Kabul, Afghanistan, is seeking a wide range of PX type products for sale to its members. The Club has 7,000 members and wishes to contract for the annual requirements of its members and their families.

Requirements include clothing for men, women and children, toiletries, military uniforms and accessories.

Items of military uniform are required in Army khaki and Air Force blue. Overcoats and scarves should be olive drab. They are particularly interested in khaki tropical worsted (synthetic blended) identical to that used by the U.S. Army. The military clothing may be surplus, but unused.

Interested U.S. suppliers should send complete descriptions including samples or swatches with quotations cif Karachi.

Drainage canal construction bids invited by Colombia

The Colombian Institute of Agrarian Reform, Centro Administrativo Nacional, Via Aeropuerto Eldorado, Bogota, invites bids on the construction of the principal drainage canal in the irrigation district of Monteria-Cerete, Cordoba Project No. 2.

Work consists of 85,000 cu. meters of land clearing, 3,100,000 cu. meters of excavation, 350,000 cu. meters of compact embankment, and 5,000 cu. meters of rock work.

Bid deadline is Sept. 27.

Specifications are available from the Institute on payment of 4,000 pesos (about $210).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **●** indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- **★★** indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

013 Livestock farms

★★ TAIWAN—Trade Mission

Hatching eggs for broiler and laying breeds. Hsu Brothers & Co., Ltd. (manufacturer, importer, exporter), 28 Lane 105 Chungshan N. Rd., Section 1, Taipei. WTD 7/12/65. TM 232C.

200 Food products

GIBRALTAR—Meat, poultry, frozen fish. Gibraltar Supply Co. (importer, wholesaler, commission agent), 42 Irish Town, Gibraltar. WTD 6/8/65.

203 Canning, preserving foods

ITALY—Preserved foodstuffs. Direct purchase and agency. Franco Saccone (distributor, representative), 4 Largo Gerolamo Belloni, Rome. WTD 7/22/65.

204 Grain mill products

★★ TAIWAN—Trade Mission

Fish meal, milk replacement for calves and little pigs. Hsu Brothers & Co., Ltd. (manufacturer, importer, exporter), 28 Lane 105, Chungshan N. Rd., Section 1, Taipei. WTD 7/12/65. TM 232.

207 Confectionery

AUSTRALIA—Chewing gum; candies. Direct purchase and agency. M. J. Ferran Pty. Ltd. (importer, wholesaler), 1-5 Salisbury Rd., Stanmore, N.S.W. WTD 7/29/65.

BELGIUM—Dried fruits, chocolate, flavoring, other materials for use in manufacturing pastry, cookies, candy. Etablissements Petre et Co S.A. (importer), 25 Rue des 4 Vents, Brussels. WTD in preparation.

HONG KONG—Chewing gum, chewing beads. Tsun Tsun Trading Co. (importer, exporter),

7 Ice House St., Hong Kong. Cable Address: "TSUNTRADCO" Hong Kong. WTD in preparation.

208 Beverage industries

AUSTRALIA—Flavoring extracts and colors for beverages and foodstuffs; as raw materials for manufacture of these products and for direct distribution. Direct purchase and agency. Alfred Lawrence & Co. Pty. Ltd. (manufacturer, distributor), 13-31 Barrett St., Kensington, Victoria. WTD 6/25/65.

BELGIUM—Propylene glycol alginate for manufacture of beer. Direct purchase or agency for Belgium, Western Europe, Middle and Far East. Sarba Company P.V.B.A. (importer, exporter, manufacturer, wholesaler, agent), 23 Edgar Tinelstraat, Brussels. WTD in preparation.

209 Food preparations

AUSTRALIA—Edible oils, beans, nuts, especially walnuts and almonds. Grossma Wholesalers (importer, manufacturers' representative), 96 Market St., South Melbourne, Victoria. WTD 7/9/65.

BELGIUM—Rice pilaf mix, bulgur mix, burgul (fine, medium, coarse) and similar food products. Zenobia (importer), 23 Chausse de Wavre, Hoeilaart. WTD 3/17/65.

IRAN—Double boiled linseed oil; direct purchase and/or agency. Quantities to be determined through direct correspondence. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. WTD 7/16/64.

211 Cigarettes

HONG KONG—Cigarettes, all kinds. Tsun Tsun Trading Co. (importer, exporter), 7 Ice House St., Hong Kong. WTD under revision, old report dated 1/11/56.

212 Cigars

BELGIUM—Cigars. Alex Van Cleynenbreugel (importer, wholesaler), 25 Rue Royale, Brussels. WTD 7/9/65.

220 Textile mill products

AUSTRALIA—Firm with offices in Melbourne and Sydney interested in textiles for dress fabrics. Direct purchase and agency. American Importers (importer, agent, wholesaler), 289 Flinders Lane, Melbourne, Victoria. WTD 4/23/65.

BELGIUM—Poplins and cotton textiles for mens' suits and uniforms. Direct purchase, for Belgium, Africa, Near East. La General Africaine S.P.R.L. (importer, exporter), 204-206 Rue Royale, Brussels. WTD 6/25/65.

HONG KONG—Fabrics for women's wear; narrow fabrics; cotton, wool, silk, synthetic. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central. Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

SAUDI ARABIA—Wools, natural silks, suitable for manufacturing women's, men's, children's clothing. Al-Khoja Exhibition (importer, wholesaler, retailer), P.O. Box 250, Madina. WTD 7/19/65.

Wools, cottons, silks, suitable for manufacturing women's men's, children's clothing. Al-Nasr Novelty Exhibition (importer, wholesaler, retailer), King 'Abd al-'Aziz St., Madina. WTD 7/19/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton piece goods suitable for bedspread, pillow, curtain trades. Mr. R. J. Broadsmith, Managing Director, Jewel Quilts Pty. Ltd. (distributor, manufacturer), P.O. Box 31, Chippendale, N.S.W. WTD 6/28/65.

● **CEYLON**—Fabric, cotton drill, olive green, 28″ wide, weight 7.5 oz., warp 99″, weft 46″, 200,000 yd. Bid deadline Sept. 14. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5238).

SOUTH AFRICA—Towels, turkish and terry-woven, size approx. 30″ x 60″, cotton and mixture; tablecloths, damask, cotton; bedsheeting, for double beds, combed, basically cotton or acrylic—not vantona. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

222 Broad woven fabric mills, man-made fiber, silk

AUSTRALIA—Nylon piece goods suitable for bedspread, pillow, curtain trades. Mr. R. J. Broadsmith, Managing Director, Jewel Quilts Pty. Ltd. (distributor, manufacturer), P.O. Box 31, Chippendale, N.S.W. WTD 6/28/65.

HONG KONG—Nylon upholstery materials. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

SOUTH AFRICA—Quilts, man-made fiber and silk. Washable types only. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

223 Broadwoven fabrics, wool

SOUTH AFRICA—Blanketing, wool or chiefly wool. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

224 Narrow fabrics, other smallwares mills

GERMANY—Cotton cloth and synthetic threads, direct purchase and/or agency; fob U.S. ports. Arthur Dilthey (manufacturer), 249 Krefelder Strasse, 405 Moenchengladbach. WTD 6/28/65.

225 Knitting mills

HONG KONG—Cotton and woolen wear, good styling and quality, for children from 3 to 16 years old. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Bldg., Des Voeux Road Central, Hong Kong. WTD 8/20/64.

Women's wear, knitted. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Bldg., Des Voeux Road Central, Hong Kong. WTD 8/20/64.

SWEDEN—Knit neckties, nylon and silk. AB Krontextil (manufacturer, wholesaler, agent), Eriksgatan 22, Box 95, Landskrona. WTD 7/26/65.

227 Floor covering mills, products

SAUDI ARABIA—Carpets and rugs of all types. Importer, wholesaler, retailer requests quotations and catalogs. Jamil Salih Abu-Zeid, P.O. Box 913, Jidda. WTD 7/3/65.

SOUTH AFRICA—Carpets and rugs, fiber, except wool; interested in acrylic rugs of the fluffy and mohair types in oblong size 27″x54″ and round sizes 4 ft. and 8 ft. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

228 Yarn, thread mills, products

GERMANY—Yarns, carpet and rug, cotton, spun rayon, cotton and silk systems, fob U.S. ports. Herbert Reichel, Textilwerk (manufacturer, exporter), 4143 Rheinberg. WTD 7/7/65.

PAKISTAN—Cotton yarn, 80 count. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2. WTD 7/16/65.

229 Textile goods

GERMANY—Non-woven fabrics for manufacture of drapes, curtains, decoration material; fob U.S. ports. Herbert Reichel, Textilwerk (manufacturer, exporter), 4143 Rheinberg. WTD 7/7/65.

Household linen goods. Direct purchase and agency. Heinrich Schlippert (importer, wholesaler), Glockengiesserwall 1, Hamburg 1. WTD 7/28/65.

230 Apparel

HONG KONG—Women's fashion wear, including pajamas, nightgowns, underwear. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

SAUDI ARABIA—Ready-made apparel for men, women, children: all types of outerwear, underwear. Importer, wholesaler, retailer requests offers, catalogs, price lists. Al-Khoja Exhibition, P.O. Box 250, Madina. WTD 7/19/65.

Ready-made apparel for men, women, and children: all types of outerwear and underwear. Importer, wholesaler, retailer requests quotations, catalogs, price lists, c.i.f. Jidda. Murshid Exhibition, P.O. Box 84, Madina. WTD 7/19/65.

Ready-made apparel for men, women, children: all types of underwear and outerwear. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Al-Nasr Novelty Exhibition (importer, wholesaler, retailer), King 'Abd al-'Aziz St., Madina. WTD 7/19/65.

231 Men's, youths', boys' suits, coats, overcoats

GERMANY—Modern style suits. Direct purchase and agency. Heinrich Schlippert (importer, wholesaler), Glockengiesserwall 1, Hamburg 1. WTD 7/28/65.

232 Men's, youths', boys' furnishings

GERMANY—Cotton sports shirts; western style clothing. Direct purchase and agency. Heinrich Schlippert (importer, wholesaler), Glockengiesserwall 1, Hamburg 1. WTD 7/28/65.

233 Women's, misses', juniors' outerwear

GERMANY—Cotton blouses; western style clothing. Direct purchase and agency. Heinrich Schlippert (importer, wholesaler), Glockengiesserwall 1, Hamburg 1. WTD 7/28/65.

HONG KONG—Women's blouses, jackets. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

234 Women's, misses', children's under garments

HONG KONG—Women's underwear. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Building, Des Voeux Road Central, Hong Kong. WTD 8/20/64.

238 Apparel

NIGERIA—Workmen's raincoats, good quality, preferably rubberized; willing to consider other fabrics. To be supplied under tender to various government agencies. Initial requirement 3,500 raincoats. Sample raincoats essential. Italian Nigerian Development Co. (importer, retailer), 16A Tinubu Square, Lagos. WTD 4/3/64.

239 Fabricated textile products

SOUTH AFRICA—Towels, plain and twill woven; table sets, luncheon and bridge, except lace; tablecloths, except lace; sheets, Cinderella type, for household use; window curtains, with white backgrounds on rayon, sun-filtered cloth, approx. 48"x50" wide; bedspreads, cotton or acrylic—not vantona—particularly in double bed sizes. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

242 Sawmills, planing mills

SOUTH AFRICA—Hickory or lignum vitae lumber, preferably hickory, 2" x ½" planed strips in lengths up to 12', kiln-dried, specially selected quality, free from cracks and flaws. B. A. Selander & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3380, Cape Town. WTD 10/16/64.

249 Wood products

AUSTRALIA—Molding for picture frames. Mr. G. W. Marsh, Gordon Galleries (importer, exporter, retailer), 402 New South Head Rd., Double Bay, N.S.W. WTD 7/28/65.

BELGIUM—Insulation products: cork, thermic, acoustical insulation equipment and products for ships, railroad rolling stock, trucks, buses. Direct purchase for Belgium. Mr. R. Fontaine (importer), 25 Rue du Tabellion, Brussels. WTD in preparation.

HONG KONG—Wood battery separators. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

251 Household furniture

SAUDI ARABIA—All types of household furniture. Importer, wholesaler, retailer seeks offers c.i.f. Jidda with catalogs, price lists. Jamil Salih Abu Zeid, P.O. Box 913, Jidda. WTD 7/3/65.

SOUTH AFRICA—Bedroom rocking chairs, wood, upholstered. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

252 Office furniture

FRANCE—Metal office furniture including cabinets, cases, chairs, desks, filing boxes, shelves and all other categories of modern office equipment; requests price quotations. Forges de Strasbourg S.A. (manufacturer, importer), 75 Allee de la Robertsau, Strasbourg (Bas-Rhin). WTD 2/27/64.

NETHERLANDS ANTILLES—Complete lines of metal and wood office furniture. Desires exclusive distributorship. Ahrend Antilliana N.V. (importer, retailer), 134 Schottegatweg Oost, Curacao. WTD 7/16/65.

262 Paper mills, products

ALGERIA—Paper for use in government printing; requests samples and price lists of all kinds used in printing; requests replies in French. M. Abdesselam Kara, Directeur, Imprimerie Officielle (Government Agency), 9 Rue Trollier, Algiers.

AUSTRALIA—Paper and other raw materials for coating and converting into flexible packaging. Chas. Steele & Co. Pty. Ltd., (importer, manufacturer), 11-21 Michael St., Brunswick, Victoria. WTD 3/12/65.

PAKISTAN—Brown kraft paper size 36" x 46" and 29" x 44", 40 grms; viscous transparent wrapping film 20" x 30"; white paper manifold 17" x 27" 30 grms; bleached glassine 20" x 30" 30 grms; colored tissues 20" x 30", 17/18 grms. Captain Mohd. Akbar & Co. (importing distributor), Urdu Bazar, Rawalpindi, West. WTD 7/26/65.

Paper, cellophane, kraft. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2. West. WTD 7/16/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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263 Paperboard mills, products

PAKISTAN—Paperboard, all kinds. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2. WTD 7/16/65.

264 Converted paper, paperboard products

BELGIUM—Paper materials and office supplies coated with self-sticking adhesives. Direct purchase or agency for Belgium and Luxembourg. Turbel (importer, wholesaler), 20a Places des Chasseurs Ardennais, Brussels 4. WTD 7/8/65.

Paper, envelopes, tablets, related office and stationery store supplies. Etablissements L. Huygens-Dauge S.P.R.L. (importer, wholesaler), 79-83 Rue Jean Van Lierde, Brussels. WTD 6/30/65.

GERMANY—Wallpaper of all qualities; related products. Schwabe & Co. GmbH. (importer, wholesaler, sales agent), Amelungstrasse 3, Hamburg 36. WTD 7/28/65.

PAKISTAN—Caps for milk bottles 26 mm neck dia. Quotation by Oct. 15 or sooner. The People's Industries Ltd. (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

266 Building paper, building board mills

BELGIUM—Acoustical ceiling and luminated ceiling material. Direct purchase, for Belgium, Luxembourg. Skalja (importer), 204 Koningstraat, Brussels. WTD in preparation.

HONG KONG—Ceiling insulating materials. The China Engineers, Ltd., Third Floor, Alexandra House (P.O. Box 148), Hong Kong. WTD 4/13/65.

281 Industrial chemicals

● **GREECE**—Copper sulfate, crystalline, 9,000 m. tons. Tender No. 1903, bid deadline Sept. 16. Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens 125.★ (Telephone: 202-WO 7-3910).

INDIA—Methoxy acetic acid methyl ester; cyano acetic acid ethyl ester; 3-cyano-6-methyl-5-nitro-4-ethoxymethyl-2-pyridine; 2-methyl-3-amino-4-ethoxymethyl-5-cyano-6-chloro pyridone; chloro acetic acid—$ClCH_2COOH$; methyl ester chloroacetic acid—$ClCH_2COOH_3$; cyano acetic acid $CNCH_3$ COOH; sodium cyanide—NaCN; annual requirements ten tons of each chemical. Firm requests c.i.f. Bombay offers. Purchase Officer, Sarabhai Merck Ltd. (manufacturer), Wadi Wadi, Post Box No. 80, Baroda, Gujarat.

PAKISTAN—Ammonium sulphate, ammonium nitrate; value $60,000. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

SPAIN—Industrial chemicals in general. Also interested in exclusive agency. Comercial Benharos (importer, agent), General Mola 207-3, Madrid (2). WTD 7/20/65.

Sulfaquinoxaline, soluble. Cooper-Zeltia, S.A. (manufacturer, importer), Aptdo. 16, Porrino, Pontevedra, Spain. WTD in preparation.

★★ **TAIWAN—Trade Mission**

All types of chemicals, particularly octonul, phtalic anhydride, and 2-hexyl methyl alcohol. H. L. Chang & Co., Ltd. (manufacturer, importer), No. 10-2 Jen Ai Rd., Sec. 2, Taipei. WTD 7/12/65. TM 194.

TURKEY—Hexachlorocyclohexane, technical or concentrated. Melih Tipi ve Veysi Midil Dort Eczaci Kollektif Ortakligi, Karamustafapasa Cad., Neslihan 71, Kat 6, Galata, Istanbul. WTD 3/16/65.

282 Synthetic materials

AUSTRALIA—Cellulose film for use in manufacture of flexible packaging. Chas. Steele & Co. Pty. Ltd. (importer, manufacturer), 11-21 Michael St., Brunswick, Victoria. WTD 3/12/65.

HONG KONG—Polyethylene waste which can be reclaimed or re-constituted for re-extrusion, including sweepings, extrusion waste, unused bags, sheets, printed material. Lebel (China), Ltd. (importer, exporter), Alexandra House (P.O. Box 699), Hong Kong. Cable Address: "LEBEL" Hong Kong. WTD 9/25/64.

Polyethylene and polystyrene resins, fresh, not used or ground. Hunter Corp., Ltd., Sixth Floor, Luk Hoi Tong Bldg., 31 Queen's Road Central, Hong Kong. WTD 4/13/65.

IRAN—High and low density polyethylene pellets; viscose rayon yarn and staple fibers, on cones and hanks; quantities to be determined through direct correspondence, direct purchase and agency. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. Iran. WTD 7/16/64.

MEXICO—Polyethylene and vinyl. El Pais de Las Hadas, S.A. (manufacturer, importer, exporter, retailer), Tamagno No. 165, Mexico, D.F. WTD 10/19/64.

PAKISTAN—Acrylic plastic sheet, 4' x 3'; ivory, peach, pale yellow. Value $25,000. Stainless Cutlery Works (manufacturer), P.O. Box 3, G.T. Rd., Wazirabad, West. WTD 7/23/65.

SOUTH AFRICA—Polymer powders. Direct purchase and agency. Polymer Powder Application (importer), P.O. Box 2906, Johannesburg. WTD 7/15/65.

★★ **TAIWAN—Trade Mission**

Plastic materials to make tooth paste tubes and caps. Hsu Brothers Co., Ltd. (importer, exporter), 28 Lane Sec. 1 Chungshan N. Rd., Taipei. WTD 7/12/65. TM 84.

283 Drugs

AUSTRALIA—Synthetic vitamins for pharmaceutical and veterinarian trades, as raw materials in bulk form to be made up locally; direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty.

Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

Pharmaceuticals and allied products such as men's toiletries. Direct purchase and agency. Cambridge Laboratories Pty. Ltd. (importer, manufacturers' representative), 45 A'Beckett St., Melbourne, Victoria. WTD 6/4/65.

● **CEYLON**—Vitamin preparations in tablet, capsule, and injectable forms: Ascorbic acid (Vitamin C) B.P. injectable, 100 mgm in 1 ml. ambercolored ampoules of IV and IM use, 200,000 ampoules packed in boxes of 50 each; aneurin hydrochloride (Vitamin B-1) B.P. injections of 1 cc each conaining 25 mgm, 400,000 ampoules, packed in boxes of 100; multivitamin injectable for I.V. and I.M. use each containing in 1 cc: Vitamin A, 5,000 units; Vitamin D, 500 units; Vitamin B-1, 2 mgm; Vitamin B-6, 2 mgm; pantothenic acid, 2 mgm; nicotinamide, 20 mgm and Vitamin C, 50 mgm; total of 100,000 vials of 10 cc each, packed in boxes of 50 vials. Vitamin B Complex, 60 million tablets; Vitamin B-1, B.P. 10 mgm, 7.5 million tablets; ascorbic acid (C), B.P., 50 mgm, 15 million tablets; Vitamin A & D, each capsule containing 3,000 I.U. Vitamin A and 500 I.U. Vitamin D, 3 to 5 minims size, amber-colored, 15 million capsules packed in bottles of 1,000 each. Bid deadline Sept. 28. Dept. of Health, Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10. For copies of tender write to Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

HONG KONG—Pharmaceuticals, all types. Tsun Tsun Trading Co. (importer, exporter), 7 Ice House Street, Hong Kong. WTD under revision, old report dated 1/11/56.

PAKISTAN—Pharmaceuticals, tartaric acid, citric acid, paraffin wax. Naulakha Trading Co. (importing distributor), Ganpat Rd., Lahore 2, West. WTD 7/16/65.

SAUDI ARABIA—Pharmaceuticals and medicines of all types for human use. Direct purchase and agency. 'Abd al-Majid M.N. Shinkar (importer, wholesaler, retailer), P.O. Box 876, Jidda. WTD 7/19/65.

SOUTH AFRICA—Pharmaceutical preparations; medicines, inorganic and organic. Direct purchase and agency. Alex Lipworth Ltd. (manufacturer, importer, wholesaler), P.O. Box 4461, Johannesburg. WTD 5/25/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SAUDI ARABIA—Cosmetics, perfumes, other toilet preparations. Importer, wholesaler, retailer requests offers with catalogs, price lists. Murshid Exhibition, P.O. Box 84, Madina. WTD 7/19/65.

285 Paints, varnishes, lacquers, enamels

BELGIUM—Anti-glare paint for windows. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. Compagnie Belge des Sels (importer, exporter, manufacturer, wholesaler), 101-103 Rue Chemin Vert, Lodelinsart. WTD in preparation.

GIBRALTAR—Marine paints, lacquers, resin and other base emulsion paints. Gibraltar Supply Co. (importer, wholesaler, commission agent), 42 Irish Town, Gibraltar. WTD 6/8/65.

● **IRAQ**—Paints, stoving, various colors 5,160 gals. Tender No. 20/65, bid deadline Sept. 4. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-3512).

287 Agricultural chemicals

TURKEY—Lindane. Melih Tipi ve Veysi Midil Dort Eczaci Kollektif Ortakligi, Karamustafapasa Cad., Neslihan 71, Kat 6, Galata, Istanbul. WTD 3/16/65.

289 Chemical products

BELGIUM—Insulation products, chemical, thermic, acoustical, for ships, railroad rolling stock, trucks, buses. Direct purchase for Belgium. Mr. R. Fontaine (importer), 25 Rue du Tabellion, Brussels. WTD in preparation.

MEXICO—Printing inks; duplicating liquid. Articulos de Control para Oficina, S.A. (importer, wholesaler, retailer), Campeche 215, Planta Baja, Mexico, D.F. WTD 10/8/64.

SPAIN—Chemical products, automotive including antifreeze and anticorrosives. Direct purchase and agency. G.P.M. Espanola (manufacturer, importer), Avenida Sarria 10, Barcelona 15. WTD 4/30/65.

● **TURKEY**—Fire fighting foam liquid, hydrolized protein type (3% high viscosity or 6% low viscosity), 1,000 5-gallon steel cans or equivalent plastic containers; 60 foam nozzles, capable of 600 gallons of foam from 5 gallons of foam liquid within 1.5 minutes, for marine use. Technical data to be submitted with tenders. Bid deadline Sept. 1. Naval Forces Command, tenders to Deniz Kuvvetleri Komutanligi, Ankara.★ (Telephone: 202-WO 7-3468).

306 Fabricated rubber products

BELGIUM—Rubber soles and heels. Direct purchase, for Belgium and Luxembourg. Etablissements P. Delepiere (importer, wholesaler, agent), 12 Rue du Doyenne, Brussels. WTD 6/3/65.

● **IRAQ**—Suction hose, 2" dia., 10' lengths, armoured, wire bound, with and without couplings. Tender No. INQ/65/DME/13, bid deadline Aug. 31. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3381).

307 Plastic products

AUSTRALIA—Laminated plastic sheets and vinyl upholstery fabrics for manufacturing kitchen and dinette furniture. Kopec Furniture Co. Pty. Ltd. (importer, manufacturer, distributor), 280 Brunswick St., Fitzroy, Victoria. WTD 3/12/65.

SAUDI ARABIA—Plastic laminated sheets for house, office, kitchen furniture and for decorations. Importer, wholesaler, retailer requests quotations with samples, price lists. Jamil Salih Abu-Zeid, P.O. Box 913, Jidda. WTD 7/3/65.

SPAIN—Plastic products in general. Desires exclusive agency. Comercial Benharos (importer, agent), General Mola 207-3, Madrid (2). WTD 7/20/65.

311 Leather tanning, finishing

BELGIUM—Calf skin leather, chrome leather, for own use. L. & W. Orbach (importer, exporter, manufacturer), 287 Chaussee d'Anvers, Brussels. WTD in preparation.

313 Boot, shoe cut stock, findings

BELGIUM—Findings and materials, including leather soles, heels, insoles, for use by shoe manufacturers and repair shops. Direct purchase, for Belgium, Luxembourg. Etablissements P. Delepiere (importer, wholesaler, agent), 12 Rue du Doyenne, Brussels. WTD 6/3/65.

314 Footwear

HONG KONG—Leather shoes for women and men. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

321 Flat glass

IRAN—Window glass 4 mm to 6 mm thickness; direct purchase and/or agency. Quantities to be determined through direct correspondence. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. WTD 7/16/64.

322 Glass, glassware

BELGIUM—Glass, thermic, acoustical insulation equipment and products for ships, railroad rolling stock, trucks, buses. Direct purchase for Belgium. Mr. R. Fontaine (importer), 25 Rue du Tabellion, Brussels. WTD in preparation.

FRANCE—Fiberglass, solid and hollow, all lengths, for manufacturing fishing rods for sports and pleasure. Etablissements S.E.R.T. (importer, wholesaler), 40 Quai de Queyries, Bordeaux, France. WTD 7/20/65.

Glass tableware, drinking glasses, kitchenware. Direct purchase and agency. Ets. Megnin Bernard, Quincaillerie Generale (importing wholesaler, retailer), 33 Rue des Febvres, Montebeliard (Doubs). WTD 7/29/65.

● **TURKEY**—Glass insulators for communication lines, 50,000 each, conforming to ASTM specifications D 879-58 and with standard screw thread to fit CSC gage. TS type glass insulators acceptable. Also glass insulators, 250,000 each, conforming to ASTM D-879-58 specifications; pin sockets 20 mm. dia., length 38 mm., screw threads of 0.8 mm. circular section. Bid deadline Sept. 1. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-4387).

326 Pottery, related products

FRANCE—China, earthenware, table and kitchen articles. Direct purchase and agency. Ets. Megnin Bernard, Quincaillerie Generale (importing wholesaler, retailer), 33 Rue des Febvres, Montbeliard (Doubs). WTD 7/29/65.

SOUTH AFRICA—Lamp bases of china, earthenware, porcelain, stoneware. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Insulation: mineral wool, vermiculite, thermic, acoustical insulation equipment and products for ships, railroad rolling stock, trucks, buses. Direct purchase for Belgium. Mr. R. Fontaine (importer), 25 Rue du Tabellion, Brussels. WTD in preparation.

● **IRAQ**—Quantity of grinding wheels of various grades and sizes. Tender No. 1965/PROD/1/15, bid deadline Aug. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C.

331 Steel mill products

AUSTRALIA—Seamless metal tubing, plated and unplated, for manufacturing kitchen and dinette furniture. Kopec Furniture Co. Pty. Ltd. (importer, manufacturer, distributor), 280 Brunswick St., Fitzroy, Victoria. WTD 3/12/65.

● **BURMA**—Galv. pipe: 2,017,500 ft. ¼" to 8"; plain pipe: 83,200 ft. ¾" to 8". Tender No. 101/CS/64-65/GOVT., bid deadline Aug. 31. Division Manager, Construction Stores No. 1 Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Plates, mild steel: 68 items, weight approximately 71 tons, size range 4' x 3' x ½" to 20' x 7' x ⅜". Flats: 7 tons 1¼" x ⅜" to 4" x 1". Tender No. 99/CS/64-65(GOVT), bid deadline Aug. 31. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Iron, steel, sheet iron. Requests replies in French. Societe Mosellane de Vente de Fers, Toles, Aciers, Enterprise Gans (importing wholesaler), 1 Rue Marie-Anne de Bovet, Boite Postale N°586, Metz, Moselle. WTD 7/26/65.

● **IRAQ**—CR Drum Sheets: 132,000 pc. 70¼" x 34½" x 19 B.G. and 132,000 pc. 50¼" x 25¼" x 19 B.G. Tender No. 19/65, bid deadline Aug. 24. Copy of terms and specifications may be examined in Rm. 4222, Iron & Steel Div., BDSA, Department of Commerce, Washington, D.C. Terms and specifications may be obtained from Government Oil Refineries Administration, Ministry of Oil, Baghdad against payment of $2.80 per copy, plus airmail postage.

PAKISTAN—Pig iron (foundry type) electrical steel sheets for fan industry; free cutting steel for sewing machine and cycle industry; high speed steel for manufacture of lathe machines; steel rolls for rolling mills. Eastern Merchants (manufacturer), Chirag Mansion, Thakar Singh Gate, Gujranwala, West. WTD 7/21/65.

Stainless steel sheets A1S1 430 13 to 18 gages, A1S1 302 or 304 18, 20, and 22 gages; stainless steel bars A1S1 430, ½", ⅝", ⅝" dia. A1S1 420 ½" and ⅝". Stainless Cutlery Works (manufacturer), P.O. Box 3, G.T. Rd., Wazirabad, West. WTD 7/23/65.

● **SUDAN**—6,000 steel tires for railway carriage and wagon wheels. Tender No. 3304, bid deadline Sept. 1. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

333 Primary smelting, refining of nonferrous metals

IRAN—Aluminum ingots, purity 99.5%, 20/30 lb. bars; direct purchase and agency. Quantities to be determined through direct correspondence. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. WTD 7/16/64.

PAKISTAN—Copper tubes ASTM B-75, 61 DPA or ATP type straight temper drawn 16' to 18' outside ½" to 2½" dia. swg 10 to 16 gages; flue tubes for locomotives copper ingots, 100 tons. Globe Industries (importing distributor), Gardee Trust Bldg., Napier Rd., Lahore. WTD 7/23/65.

● **TURKEY**—20 tons tin ingots, 99-99.75% purity, standard size and shape. Bid deadline Sept. 5. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. English translations of terms and specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara, against payment of $5 per copy including air mail charges.★ (Telephone: 202-WO 7-2298).

335 Rolling, drawing, extruding of nonferrous metals

HONG KONG—Nickel strips and squares for electro-plating industry. Nanshing Color & Chemical Co. Ltd. Twelfth Floor, Liu Chong Hing Bank Bldg., 24 Des Voeux Road Central (P.O. Box 576), Hong Kong. WTD 6/17/65.

● **INDIA**—Supply of silver nickel sheet, 26 S.W.G., 6" wide and in random lengths between 8' and 12' (3,962 lb.). Tender No. P/SR-5/202/25/053, bid deadline Aug. 26. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2162).

IRAN—Brass and copper wires; direct purchase and agency. Specifications and quantities to be determined through direct correspondence. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. WTD 7/16/64.

● Supply of RM 2 China or PVC insulators (150,000 pc.), PVC cable of various sizes (13,225 yd.). Tender No. 44/695 & 696, bid deadline Oct. 6. The Iranian State Railways, Maydane Rah-e-Ahan, Tehran.★ (Telephone: 202-WO 7-2162).

● **IRELAND**—Supply of wire P.V.C. 1 pair/12½ (750,000 yd.), 3W/12½ (50,000 yd.), 4W/12½ (50,000 yd.). Tender No. SDIC/300, bid deadline Sept. 17. The Controller of Stores, Dept. of Posts & Telegraphs, Infirmary Road Depot, Dublin 7.★ (Telephone: 202-WO 7-2162).

● Supply of low tension and 10 KV NKBA underground cables, class A, sector core, in various sizes and specifications (91 miles). Tender No. Enq. 8930/PS, bid deadline Aug. 26. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.★ (Telephone: 202-WO 7-2162).

PAKISTAN—Tin plate 28" x 20", 23 gage 1,000 tons; tin ingots 100 tons. Globe Industries (importing distributor), Gardee Trust Bldg., Napier Rd., Lahore. WTD 7/23/65.

336 Nonferrous foundries

IRAN—Brass sheets; M.S. 63/37 alloy, 0.3 mm up to 1 mm; brass tubes; 63/37 alloy, in lengths of 11/13'; brass rods (round & Hexagonal); 40/2/58, length 11/13'. Quantities to be determined through direct correspondence; direct purchase and agency. Owrang Co. Ltd. (importer), P.O. Box 3, Seraye Sina, Tehran. WTD 7/16/64.

342 Cutlery, hand tools, general hardware

BELGIUM—Soldering irons, electric. Direct purchase for European market. Constructions Electriques et Electroniques (importer, manufacturer, agent), 472 Rue Saint Leonard, Liege. WTD 1/26/65.

FRANCE—Professional and domestic hardware. Direct purchase and agency. Ets. Megnin Bernard, Quincaillerie Generale (importing wholesaler, retailer), 33 Rue des Febvres, Montbeliard (Doubs). WTD 7/29/65.

HONG KONG—Door and building hardware, including door knobs, hinges, window frames. The China Engineers, Ltd. (importer, exporter), Third Floor, Alexandra House (P. O. Box 148), Hong Kong. WTD 4/13/65.

● **IRAQ**—Large quantity of tool kits, for equipment operators, plumbers, builders, lubricators, welders, painters, etc. Tender No. EME/14/1965, bid deadline Aug. 31. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from the Military Attache, Iraqi Embassy, Washington, D.C.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Builders hardware, all kinds; requests quotations c & f Karachi; direct purchase and agency. J. B. Saeed & Co. (importer, agent), Marriot Rd., Karachi-2. WTD 7/21/65.

SAUDI ARABIA—Accessories for household furniture such as locks, handles, similar fittings. Jamil Salih Abu-Zeid (importer, wholesaler, retailer), P.O. Box 913, Jidda. WTD 7/3/65.

SOUTH AFRICA—Fireplace screens. Bradlows Stores Ltd. (importer, retailer), P. O. Box 5412, Johannesburg. WTD 7/16/65.

343 Heating apparatus, plumbing fixtures

GERMANY—Technical appliances and accessories in the field of oil and gas heating, residential and commercial. Kloeckner Rederei und Kohlenhandel GmbH (importer, wholesaler), 741 Reutlingen/Wuertt., Postfach 279. WTD 7/26/65.

344 Fabricated structural metal products

PAKISTAN—4 transport tankers for milk complete with testing apparatus, carrying capacity of 4,000 litres each chilled milk; 2 farm cooling tanks with condensing units each holding 4,750 litres with 5 h.p. condensing units of 7200 kcal/h; 3 refrigerated vans capacity of 20,000 lb. each. Quotations by Oct. 15 or sooner. The People's Industries Ltd. (manufacturer) 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

● **PORTUGAL**—Supply and installation of fuel storage and other tanks and boilers for the first 125 mw group of the Carregado Thermo-Electric Station, near Lisbon; medium and low pressure tubing and auxiliary equipment for use with above. Bid deadline Sept. 22. Specifications available upon payment of $17.50 per copy for each item from Empresa Thermoelectrica Portuguesa, S.A.R.L., Rua Rosa Araujo, 311-3°, Lisbon.

345 Screw machine products

BELGIUM—Self locking place bolts; U.S. standard steel machine screws. Anc. Etablissements Jules Mayer, 5 Rue du Pavillion, Brussels. WTD in preparation.

● **BURMA**—Various quantities of M.S. hex nuts with W/W thread. Tender No. 102/CS/64-65/GOVT, bid deadline Aug. 24. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

● **CEYLON**—105 l.t. of steel fish bolts and nuts, 1" dia., 4½" long. Bid deadline Oct. 20. The Chairman, Tender Board, Ministry of Communications, Fourth Floor, Ceylinco House, Colombo.★ (Telephone: 202-WO 7-5589).

FRANCE—Bolts and nuts, screws and pins, all categories, types and sizes, manufactured from noble metals (stainless steel, refractory steel, aluminum bronze, titanium, other high alloys), including aircraft quality articles. Forges & Boulonneries Fernand-Belliard (manufacturer, wholesaler), Rue Fernand-Belliard, Bordeaux-Bastide, Gironde. WTD 7/23/65.

PAKISTAN—Hexogonal bolts, nuts, UNS-BSS-WW thread; requests quotations c&f Karachi; direct purchase and agency. J. B. Saeed & Co. (importer, agent), Marriot Rd., Karachi-2. WTD 7/21/65.

346 Metal stampings

BELGIUM—Waste baskets, pencil boxes, paper fasteners, list finders, other office and stationery store supplies. Etablissements L. Huy-

gens-Dauge S.P.R.L. (importer, wholesaler), 79-83 Rue Jean Van Lierde, Brussels. WTD 6/30/65.

SAUDI ARABIA—Household and kitchen utensils, cooking utensils, all types, aluminum, enamelware, glassware. Al-Sa'idi Stores (importer, wholesaler, retailer), P.O. Box 11, Madina. WTD 7/20/65.

Kitchen and household utensils, cooking utensils, all types, aluminum, enamelware, glassware. 'Abd Al-Sattar Maymani Trading Stores (importer, wholesaler, retailer), Bab al-Majidi, Madina. WTD 7/20/65.

348 Fabricated wire products

SPAIN—Chains, weldless, cast in manganese steel. Juan Franco Garcia y Cia., S.R.C., Carmen de Abajo s/n, Santiago de Compostela, La Coruna. WTD 7/23/65.

349 Fabricated metal products

BELGIUM—Thermic and acoustical insulation equipment and products for ships, railroad rolling stock, trucks, busses. Direct purchase for Belgium. R. Fontaine (importer), 25 Rue du Tabellion, Brussels. WTD in preparation.

● **BURMA**—Pipe fittings: 81,055 total quantity of various sizes, degrees and shapes. Items of galvanized iron include bends, plugs, tees, sockets, cross, unions, flanges, elbows, nipples corol and reducing sockets. M.S. items include nipples, black nuts, bends, flanges, tees, unions, plugs, elbows and sockets. G.M. items needed includes testing cocks and valves for check, gate, wheel, globe and peet. Copper items include ball valves and rose shower. Tender No. 100/CS/64-65 GOVT., bid deadline Aug. 31. Write: Division Manager, Construction Stores No. 1 Division, People's Stores Corp., Rangoon.★ (Telephone: 202-967-3601).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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352 Farm machinery

FRANCE—Truck-farm hothouses, Dutch type, for market-gardening industry, having a vault of 6 to 9 meters (about 20 to 30') wide, gutter-height 2.25 meters (7.5', approx.), without glass; circulating hot-water and hot-air heating systems operated with domestic fuel-oil; hothouse cooling systems. Direct purchase and agency. Maillard & Faure (dealer, sales agent), 6 Rue B. A. Coiffard, Lesparre, Gironde. WTD in preparation.

ECUADOR—Agricultural crawler, wheel type tractor; discs, also disc plows; subsoilers; listers; harrows and disc-harrows; planters; corn-and cotton cultivators; forage choppers, harvesters; tip-trucks, 4-wheel drive trucks; agricultural type trailers; and assorted other farm machinery, implements, equipment. Requests catalogs with offers and quotations cif Guayaquil. Details of quantity, as well as type machinery desired available on loan from The Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Firm requests replies in Spanish. Fausto Jordan B., Director del Departamento de Reforma Agraria Instituto Ecuatoriano de Reforma Agraria y Colonizacion (IERAC), P.O. Box 484, Quito.

GERMANY—New type hay baling (briquetting) press, which reportedly produces hay briquettes in sizes of approx. 2 by 1½". Deutsche Raiffeisen-Warenzentrale GmbH, 37 Neuo Mainzer Strasse, 6 Frankfurt am Main.

INDIA—One modern seed processing plant for cleaning, grading, treating, testing, and bagging 7,500 m.t. of wheat seed in about 50 working days. Plant required for operation by end of April 1966. H. S. Sandhu, Managing Director, Land Development & Seed Corporation Ltd. (government agency), 167, Sector 19-A, Chandigarh, Punjab.

PAKISTAN—Tractors. Value $5,000. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2. WTD 7/16/65.

Tractors, feed mixers, cutters. Farm of 1500 acres. The People's Industries (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

353 Construction, mining, materials handling machinery

BELGIUM—Hoists, fork lifts, stackers, dollies, other materials handling machinery and equipment. Direct purchase or agency for Belgium. Imaco (importer, agent), 2 Avenue Valkners, Brussels 16. WTD 7/12/65.

Fork lifts, hoists, pilers. Direct purchase or agency. Etablissements Eugene Delaunoit S.A. (importer, exporter, wholesaler, retailer, agent), 62 Rue Turenne, Charleroi. WTD 6/30/65.

● **BURMA**—One overhead travelling crane, 5-ton capacity; 2 battery driven trucks; two 1½-ton capacity electric hoists; four 2-ton capacity electric hoists; plus a cleaning plant for diesel parts, buffing machine, banding machine, etc. Tender No. 270/I.B.R.D., bid deadline Sept. 8. The General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Public works construction equipment, new building materials. Forges de Strasbourg S.A. (manufacturer, importer), 75, Allee de la Robertsau, Strasbourg (Bas-Rhin). WTD 2/27/64.

● **INDIA**—Two scour gates (one head and one emergency), including all accessories and hoisting arrangements. Tender No. HEP 13/1965, bid deadline Aug. 31. Tender documents may be obtained for $4.50 each from Chief Engineer, (CIVIL), Kerala State Electricity Board, Trivandrum, India.★ (Telephone: 202-WO 7-5589).

IRAQ—Excavators, ¾ cu. yd. to 8 cu. yd., with diesel engines. Direct purchase and agency. Technical Works, W.L.L. (importer, wholesaler, retailer, agent), Muasker al-Rashid Rd., Baghdad. WTD 12/14/63.

PAKISTAN—Railroad track, equipment; fish plate rails (100 lb.). Crawler tractors 35 hp., scrapers, graders, vibrators, front and rear end loader shovels, cranes steam 5 and 10 ton capacity, dragline and excavators. Globe Industries (importing distributor), Gardee Trust Bldg., Napier Rd., Lahore. WTD 7/23/65.

● **PHILIPPINES**—Construction of proposed 2nd stage improvements (Part II), Balara Water Treatment Plant, Balara, Quezon City. Tender Contract No. II-2-3, bid deadline Sept. 23. Set plans and specifications available for review only in Rm. 4014, Building Materials & Construction Industries Division, Department of Commerce, Washington, D.C. (INTERNATIONAL COMMERCE, (Part I) Feb. 8, p. 34). Information, plans, specifications available for U.S. $30 from NAWASA Office of the Engineering Manager & Chief Engineer, National Waterworks & Sewerage Authority, 176 Arroceros, Manila.

354 Metalworking machinery

AUSTRALIA—Industrial machine tools, primarily smaller type metal cutting tools and measuring instruments, to supplement present production. Direct purchase and agency. Qualos Machine Tools Pty. Ltd. (importer, manufacturer, retailer), 89-101 Lothian St., North Melbourne, N.1, Victoria. WTD 5/7/65.

BELGIUM—Machine tools such as lathes, drills. Direct purchase or agency. Etablissements Eugene Delaunoit S.A. (importer, exporter, wholesaler, retailer, agent), 62 Rue Turenne, Charleroi. WTD 6/30/65.

GERMANY—Draw benches for tubes for pushing, drawing, cutting, straightening and polishing of steel and non-ferrous metals in one single operation. Importing distributor requests replies with price quotations cif Hamburg. Macom Maschinen- und Metall GmbH, 18 Pempelforter Strasse, 4 Duesseldorf. WTD 7/16/65.

Small metalworking machinery and equipment for industry, craftsmen, and "do-it-yourself," direct purchase and agency. Kraftwerkzeug G.m.b.H. (manufacturer, wholesaler, sales agent), 7012 Schmiden bei Stuttgart, Wilhelm-Staehle-Strasse 11. WTD 6/29/65.

PAKISTAN—Machine tools: milling and drilling, honing, planing, slotting, plate leveling and straightening machines, capstan lathes, lathes, turning and burnishing machines, crankshafts, grinders. Globe Industries (importing distributor), Gardee Trust Bldg., Napier Rd., Lahore. WTD 7/23/65.

Machine tools: gear cutting, milling machines, vertical grinders, surface grinders, horizontal boring machine and lathes over 16' bed, twist drills, taps, reamers, hubbing cutters, dyes. Eastern Merchants (manufacturer), Chirag Mansion, Thakarsingh Gate, Gujranwala. WTD 7/21/65.

355 Special industry machinery

ALGERIA—Descriptive material and price lists for all kinds of linotype, printing and binding equipment; requests replies in French. M. Abdesselam Kara, Directeur, Imprimerie Officielle (Government agency), 9 rue Trollier, Algiers.

AUSTRALIA—Engineering products allied to chemical processing, refining, food processing industries. Direct purchase and agency. Wilmot Breeden (Australia) Pty. Ltd., 62 Albert St., Preston, N.18, Victoria. WTD 6/4/65.

Clothing machinery for production of men's outerwear. Frieze Bros. Pty. Ltd. (importer, manufacturer), 2-8 Hoddle St., Abbotsford, N.9, Victoria. WTD 2/4/65.

BELGIUM—Drinking glass washers, fruit pressing machines, mechanical and electrical; other apparatus and equipment for food catering industry. Direct purchase or agency. Societe Anonyme Sabemaf (importer, manufacturer), 41 Blvd. Baudouin, Brussels. WTD in preparation.

BRAZIL—Fish canning machinery. Canner desires to act as a representative; catalogs and literature. Metal Forty S.A. Conservas Alimenticias (representative, canner), Rua Marui Grande 273/275, Caixa Postal 150, Niteroi, Estado do Rio de Janeiro. WTD 7/23/65.

Food processing, canning, packaging machinery. Direct purchase and agency. Requests catalogs, literature. Steam Sociedade Tecnica de Exportacao de Alimentos Ltda.

(agent), Rua da Assembleia 93, 11° andar, sala 1106, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/23/65.

● **CHILE**—3 automatic printing presses, and one electromagnetic automatic guillotine. Tender No. 197, bid deadline Aug. 27. Correspondence preferred in Spanish; bidders must be legally represented in Chile. Direccion del Aprovisionamiento del Estado (State Purchasing Dept.), P.O. Box 24-D; Calle Amunategui #66, 4to. piso, Santiago. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

GERMANY—Hydraulic and pneumatic machine parts. Direct purchase or sales agency for West Germany or Western Europe; cif Hamburg. G. D. Bracker Soehne Maschinenbau GmbH (manufacturer, wholesaler, importer, exporter), 5-9 Fischerstrasse, 645 Hanau/Main, West. WTD 7/23/65.

Printing and graphic equipment. Direct purchase and agency. P. Schweiger. Fotovertrieb (importer, exporter, wholesaler, commission agent), 7 Stuttgart-W, Rotenwaldstrasse 90. WTD 5/13/65.

Typesetting, printing, other graphic machines. Direct purchase and agency. H. Josef Funk KG (manufacturer, importer, wholesaler), 75 Karlsruhe/Baden, Wilhelmstrasse 72. WTD 7/22/65.

Small wood-working machinery and all types of wood-working equipment for industry craftsmen and "do-it-yourself"; stone-working machinery; cutting wheels. Direct purchase and agency. Kraftwerkzeug G.m.b.H. (manufacturer, wholesaler, sales agent), 7012 Schmiden bei Stuttgart, Wilhelm-Staehle-Strasse 11. WTD 6/29/65.

Production machinery for special steel, e.g., according to US standard T 1. Requests quotations cif European ports. Stahlwerke Bruninghaus GmbH. (manufacturer), 4 Hagener Strasse or Postfach 9, 5842 Westhofen/Westf. WTD 7/26/65.

JAPAN—Machinery for automatic paint and pigment mixing for sale to paint industry in Japan. Machinery for automatically filling cans of paint; should be adjustable to fill either gallons or liters. Direct purchase and agency. Yokohama Chemicals Co., Ltd. (Former Yokohama Toryo K.K.) (importer, distributor), 16-Go, 31-Banchi, 5-chome, Shiba, Minato-ku, Tokyo. WTD in preparation.

● **NEW ZEALAND**—Machinery for wood chipping installation, including barker, hog, chipper, chip feeder, chip screen, chip blower. Tender No. FSQ-5080, bid deadline Sept. 14. Stores Manager, N. Z. Forest Service, Private Bag, Wellington. Copies of specifications available from the New Zealand Senior Trade Commissioner in the U.S., 1145—19th St. NW., Washington, D.C. 20036.★ (Telephone: 202-WO 7-5589).

MEXICO—Machinery for cutting and perforation of insoles of plastic foam; requests replies in Spanish. Productos Victor—Victor M. Campos Silva (manufacturers, importer, wholesaler), Oriente 57-269, Col. Ixtaccibuatl, Mexico 13, D.F. WTD 6/16/65.

MOZAMBIQUE—Slaughtering, meat processing and packing plants with accessory freezing equipment to be operated on 220/380 v. power; machinery to be of modern types. Slaughtering plant must have daily capacity for slaughtering 300 cattle, 50 hogs, 50 goats or sheep. Meat processing plant must turn out sausages, salami, smoked and canned meat, etc., with utilization of by-products such as bones, fats, blood. Requests catalogs and quotations c.i.f. Lourenco Marques. Matadouro Industrial da Matola (Amandio Rocha), No. 6 Rua da Rainha Santa, Lourenco Marques. WTD 7/16/65.

NEPAL—Complete plant, medium size, for making corn starch. Complete plant, medium size, for expressing edible oil from rice husks. Requests catalogs, quotations cif Calcutta. Kunj Behari & Co. (exporter, importer, manufacturer), Balaju Industrial District, Kathmandu. WTD 9/29/64.

PAKISTAN—Sugar mill plant. Cane crushing capacity of 2000 tons per day of 8 hour shift; paper mill to manufacture 40 to 200 grams in weight, capacity 50 tons of board per day of 8 hour shift; quotation by Oct. 30. Sethi Strawboard Mills Ltd. (manufacturer), G.T. Rd., Rahwali, Dist. Gujranwala. WTD 9/25/64.

Machinery, apparatus for manufacturing pharmaceutical products, e.g., tabletting mechanism with coating provision; paper, foil strap filling; tube filling and syrup section; ampuling; tinture making; complete and independent sterile section for packing and filling antibiotics; small or medium size MF paper producing plant, capacity ton machine for finished, printing and writing paper, using such raw materials as rice, wheat straw, soft thin wood, sugar bagasse and waste paper; deckle width capable of producing paper reels up to 40″ width; also reaming and cutting machines; triplex board plant to manufacture three-layers board out of average pulp; having provision for one, two or three layer board; using such raw material as rice, wheat straw, cotton linters, sugar bagasse, soft thin wood; deckle width 42″; also cutting, packing, reaming machines; daily capacity 10 ton. Naulakha Trading Co. (importing distributor), Ganpat Rd., Lahore 2. WTD 7/16/65.

Dairy products machinery and equipment: pasteurizing section for 4,000 litres per hour; butter making section for 1,500 lb. per 8-hour shift; cheese making section 2,000 lb. per 8-hour shift. 2 bottling machines: washing, sterilizing, filling, capping, labeling, etc., capacity 7,500 bottles per hour each. Bottling room 20x15 meters conveyer system. Bottle neck 26 mn containing 6 ozs liquid milk in each bottle. Quotation by Oct. 15, or sooner; specifications available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. The People's Industries (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

Textile machinery: cotton spinning plant for 12,500 spindles; and textile machinery spare parts. Captain Mohd. Akbar & Co. (importing distributor), Urdu Bazar, Rawalpindi, West. WTD 7/26/65.

SPAIN—Meat packing and canning machinery. Machinery offered must be new. Embutidos Dorado (manufacturer, wholesaler, exporter). General Ricardos 79, Madrid (19). WTD 7/20/65.

★★ TAIWAN—Trade Mission

Machinery for canning and preserving fruits, vegetables, sea food. Direct purchase and agency. Van Lung & Co., Ltd. (importer), 294 Nanking Road West, Taipei. WTD 7/28/65. TM 196.

Plastic tube making, filling machinery to make, fill and seal plastic tooth paste tubes and caps. Hsu Brothers Co., Ltd. (importer, exporter), 28 Lane Sec. 1 Chungshan N. Rd., Taipei. WTD 7/12/65. TM 84A.

356 General industrial machinery

AUSTRALIA—Industrial strainers and filters. Direct purchase and agency. Reol Valve & Pump Service Pty. Ltd. (importer, agent), 14 Parer Rd., Niddrie, Victoria. WTD 4/30/65.

Ball and tapered roller bearings. Anti Friction Bearings Ltd. (importer, exporter, manufacturer), 11 Wellington St., Windsor, Victoria. WTD 5/21/65.

AUSTRIA—Wants quote and specs on packaging machine for disk-shaped metal washers or packing seals in paper or plastic rolls of 50 or 100 units each. No size sorting required, but must be adjustable for sizes 8 mm. to 60 mm. dia. in one mm. steps, thickness 0.15 mm. to 3.0 mm. Machine to accept hopper feed, stack and count 50 or 100 units, wrap and discharge at rate of 3-5,000 pcs. per hour. Similar to coin roll machine, but with greater size select with and without sorting. Either electric power (220 v.-50 cycle) or hand operated, with or without automatic devices, labeling attachments, etc., in order to keep price in $1,500 range. Merchanische Werkstaette Anton Malik (manufacturer), Zirkusgasse 9, Vienna II. WTD 7/19/65.

GERMANY—Automatic packaging equipment for coils and rods; must weigh, measure, stamp, bundle and pack in one single operation. Importing distributor requests replies with price quotations cif Hamburg. Macom Maschinen—und Metall GmbH (distributor, importer, exporter), 18 Pempelforter Strasse, 4 Duesseldorf. WTD 7/16/65.

Electrical paint spraying equipment for industry, craftsmen, and "do-it-yourself" operators. Direct purchase and agency. Kraftwerkzeug GmbH (manufacturer, wholesaler, sales agent), 7012 Schmiden bei Stuttgart, Wilhelm-Staehle-Strasse 11. WTD 6/29/65.

● **IRAQ**—Portable air compressors mounted on two pneumatic wheels, 115 cu. ft. per minute capacity. Tender No. EME/16-1965. bid deadline Aug. 31. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained from the Military Attache, Iraqi Embassy, Washington, D.C.★ (Telephone: 202-WO 7-5589).

ITALY—Ventilating equipment for highway tunnels. Direct purchase Francesco Accati (contractor), Via Francesco Millio, 35, Turin.

MEXICO—Ball bearings, used; requests replies in Spanish. Transmisiones Industriales—Jesus Dorantes Montiel (manufacturer, retailer, wholesaler), Dr. Martinez del Rio No. 41, Col. de los Doctores, Mexico, D.F. WTD 4/27/65.

PAKISTAN—Jacks, hydraulic, for general industrial use; lifting. Value $12,000. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

★★ TAIWAN—Trade Mission

Swimming pool equipment. Taiyu Ltd. (manufacturer, importer, exporter), P.O. Box 1680, Taipei. WTD 5/28/65. TM 57A.

357 Office, computing, accounting machines

HONG KONG—Manually-operated cash registers, low-priced. J. H. Trachsler (Hong Kong), Ltd., 1301-1302 Takshing House, 20 Des Voeux Road Central, Hong Kong. WTD 6/9/64.

358 Service industry machines

BRAZIL—Special machinery for freezing food. Direct purchase and agency. Requests catalogs, literature. Steam Sociedade Tecnica de Exportacao de Alimentos Ltda. (agent),

Rua da Assembleia 93, 11° andar, sala 1106, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/23/65.

Specialized equipment for conserving food through modern processes. Canner desires to act as a representative; catalogs and literature. Metal Forty S.A. Conservas Alimenticias (representative, canner), Rua Marui Grande 273/275. Caixa Postal 150, Niteroi, Estado do Rio de Janeiro. WTD 7/23/65.

● **BURMA**—40, 1 hp. package type air conditioners, with cooling capacity of 10,000 to 14,000 BTU's per hour. Tender No. DPES 65/65, bid deadline Aug. 25. Director of Procurement, Defense Dept., Ministry of Defense, Rangoon.★ (Telephone: 202-WO 7-5589).

GERMANY—Water treating equipment and accessories. Kloeckner Reederei und Kohlenhandel GmbH (importer, wholesaler), 741 Reutlingen/Wuertt., Postfach 279. WTD 7/26/65.

● **IRAQ**—Refrigerated blood storage cabinets. Tender No. 23/65, bid deadline Oct. 10. Terms and specifications available from the President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad for $2.80, plus 90¢ for air mail charges.★ (Telephone: 202-WO 7-5589).

NORWAY—Coin-operated car washers. Direct purchase and agency. Forenede Kulimportorer A/S (importing wholesaler, manufacturers' agent), 8 Sorengkaia, Oslo 1. WTD 1/21/65.

PAKISTAN—Refrigerators up to 19 cu. ft. capacity; air conditioning units, 23,000 BTU; laundry machinery and equipment, commercial. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

Air conditioning plant for textile mill with 12,500 spindles, drying simplex, carding section, ring section. Captain Mohd. Akbar & Co. (importing distributor), Urdu Bazar, Rawalpindi, West. WTD 7/26/65.

Cooling and refrigeration for dairy section for 4,000 litres of milk and butter making section. Quotations by Oct. 15 or sooner. The People's Industries Ltd. (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

QATAR—Water chilling plant for cooling 115 imperial gal. of water per hour from 58° F. to 45°F.; air cooled condenser, horizontal type; 415 v., 3 phase, 4 wire switch fuse board. Details available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Mars & Co. (importer, wholesaler, retailer), P.O. Box 148, Doha. WTD 10/31/64.

SAUDI ARABIA—Evaporative air coolers for domestic use. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Barry Exhibition, Bab al-Majidi, Madina. WTD 7/20/65.

SOUTH AFRICA—Carpet sweepers, 220v. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

SPAIN—Refrigeration and air conditioning equipment for home and industry. Offers repair and servicing facilities. Miguel Pascual y Cia., S.A. (importer, wholesaler, assembler), Lugar de Marzan-San Cristobal, La Coruna. WTD 7/28/65.

WEST INDIES—Coin-operated washers and dryers. William Webster, Webster's Tire Retreading Service (importer), 34 Irish Town Rd., Basseterre, St. Kitts, West Indies. WTD 7/26/65.

361 Electric transmission, distribution equipment

BELGIUM—Automotive testing equipment such as battery testers, speedometers, voltmeters, ammeters. Direct purchase or agency for Belgium, Luxembourg. Etablissements J. F. Brigode (importer, agent), 48 Rue de Bruxelles, Genappe. WTD in preparation.

Measuring instruments, all kinds: meter transformers, current and potential; meters, ampere hour; meters, demand, kilowatt and kilovolt-amperes; meters, watt-hour (polyphase and single-phase); meters, watt-hour and demand, combination, single phase, polyphase and combined type. Direct purchase for European market. Constructions Electriques et Electroniques (importer, manufacturer, agent), 472 Rue Saint Leonard, Liege. WTD 1/26/65.

● **BURMA**—Supply of 4 three phase 5000 kva transformers, one 250 kva transformer, 66 kv switchgear, 11 kv or 6.6 kv secondary control switchgear for 4 substations. Tender No. 48/ESB(E&M) 1114/64-65, bid deadline Aug. 23. Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **GREECE**—Supply of 6 testing benches, single-phase, for adjustment and calibration of overhauled a.c. single-phase 220 v., 10(40) A, 50 cycles KWH meters. Tender No. DED-974, bid deadline not set. Estimated value: $60,000. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable address: DEH Athens. Telex: 430.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Transformers above 1500 kva; electric meters AC 220v. 50 cycles. Globe Industries (importing distributor), Gardee Trust Bldg., Napier Rd., Lahore. WTD 7/23/65.

● **THAILAND**—Supply of 240—22 kv transformers; 110 units—50 kva, 80 units—100 kva, 15 units—160 kva and 35 units—250 kva. Tender No. KA-NP-1/1965, bid deadline Aug. 30. The Provincial Electricity Authority, Samsen, Bangkok.

362 Electrical industrial apparatus

BELGIUM—Automation electric controls systems. Direct purchase for European market. Constructions Electriques et Electroniques (importer, manufacturer, agent), 472 Rue Saint Leonard, Liege. WTD 1/26/65.

GERMANY—Small welding apparatus for industry, craftsmen and "do-it-yourself"; direct purchase and agency. Kraftwerkzeug G.m.b.H. (manufacturer, wholesaler, sales agent), 7012 Schmiden bei Stuttgart, Wilhelm-Staehle-Strasse 11. WTD 6/29/65.

PAKISTAN—Generating sets, 25 units, diesel electric, 50 to 1,000 kw. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

● **VIET-NAM**—Supply of one squirrel-cage induction motor, three phase, 50 cycle 115 or 220 v. used as converter to 24-36-48 v., 40 amps. Tender No. 1856-14075, bid deadline Aug. 24. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4242).

363 Household appliances

FRANCE—All kinds of kitchen appliances, electric household appliances. Direct purchase and agency. Ets. Megnin Bernard, Quincaillerie Generale (importing wholesaler, retailer), 33, Rue des Febvres, Montbeliard (Doubs). WTD 7/29/65.

GERMANY—Household dishwashing machines; requests price quotations cif European ports, and replies in German. Wilhelm Cordes KG., Maschinenfabrik (manufacturer), 4744 Lette ueber Oelde i. Westf. WTD 7/22/65.

PAKISTAN—Household appliances, including cooking and laundry equipment, general housewares lines. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., West. WTD 7/23/65.

Cooking ranges, stoves, heaters, washing machines, dishwashers, other appliances. Oriental Electric Co. (importing distributor), 3rd Floor, Alfalah Bldg., The Mall, Lahore, West. WTD 7/28/65.

SAUDI ARABIA—Electrical household appliances such as refrigerators, washing machines, heaters. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Barry Exhibition, Bab al-Majidi, Madina. WTD 7/20/65.

SOUTH AFRICA—Electric appliances, 220 v. such as deep fat fryers, fryer-skillets, hair dryers. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

364 Electric lighting, wiring equipment

BELGIUM—Fluorescent lamps. Direct purchase for European market. Constructions Electriques et Electroniques (importer, manufacturer, agent), 472 Rue Saint Leonard, Liege. WTD 1/26/65.

Light domes and illuminated ceilings. Direct purchase, Belgium and Luxembourg. Skalja (importer), 204 Koningsstraat, Brussels. WTD in preparation.

HONG KONG—Lighting installation materials, including lamps and decorative fixtures. The China Engineers, Ltd., Third Floor, Alexandra House (P.O. Box 148), Hong Kong. WTD 4/13/65.

PAKISTAN—Current carrying wire, bulbs, lamps, other devices. Oriental Electric Co. Ltd. (importing distributor), 3rd Floor, Alfalah Bldg., The Mall, Lahore, West. WTD 7/28/65.

SAUDI ARABIA—Electric chandeliers, various models for household and decorative use. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Jamil Salih Abu-Zeid, P.O. Box 913, Jidda. WTD 7/3/65.

SOUTH AFRICA—Three-light electric lamps (bulbs), 220v., various wattages. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

SPAIN—Lightning rods. Offers servicing and repair facilities. Miguel Pascual y Cia., S.A. (importer, wholesaler, assembler), Lugar de Marzan-San Cristobal, La Coruna. WTD 7/28/65.

365 Radio, television receiving sets

PAKISTAN—Radios, transistorized and electric, AC/DC 50 cycles, 220 v. TV sets, channel 9, 202-209 megacycles. CCIR 625 lines per picture to a picture frequency of 25 per second, interlaced and field frequency of 50 034 second. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2. WTD 7/16/65.

SAUDI ARABIA—Radio receiving sets, tape recorders. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Barry Exhibition, Bab al-Majidi, Madina. WTD 7/20/65.

366 Communication equipment

AUSTRALIA—Component parts used in manufacture of VHF radio telephone equipment. Vinten Communication Products Pty. Ltd. (manufacturer, retailer), 91 Murphy St., Richmond, E.1, Victoria. WTD 6/11/65.

● **GREECE**—Supply of 8 error correcting multiplex telegraph sets, 10 voice frequency telegraph sets, 10 intermediate sideband telegraph receivers, 4 high frequency radio transmitters at estimated cost of $940,000. Tender No. 6401, bid deadline extended from July 27 to Aug. 27. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens, Greece. (INTERNATIONAL COMMERCE, June 7, p. 33).★ (Telephone: 202-WO 7-4823).

JORDAN—Telephone carrier equipment. Emile Kurdy (importers, exporters, agents), P.O. Box 313, Amman.

Telephone carrier equipment; direct purchase and agency. Wafa Dajani & Sons Ltd. (importer, exporter), P.O. Box 33, Amman. WTD 7/18/65.

Telephone carrier equipment; direct purchase and agency. Engineering & Survey Co. (importer), P.O. Box 1032, Amman. WTD 10/27/64.

PAKISTAN—Traffic and railroad signaling equipment. Value $25,000. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

THAILAND—Single-side-band transceivers; test equipment. Direct purchase and agency. Rung Ruang Engineering Ltd. Partnership (importer, wholesaler, retailer), 424-426 Boripat Rd., Bangkok. WTD in preparation.

367 Electronic components, accessories

BELGIUM—Electronic components of all kinds for commercial use. Direct purchase or exclusive agency for Belgium, Luxembourg, The Netherlands. S.A. Office Technico J.W. Genin (importer), 80 Chaussee de Charleroi, Brussels 6. WTD 7/14/65.

Waveguides and tubes. Direct purchase for European market. Constructions Electriques et Electroniques (importer, manufacturer, agent), 472 Rue Saint Leonard, Liege. WTD 1/26/65.

Copper clad sheet potentiometers with carbon reels, and same with linear recordings; dial light and socket electronic materials for use in aeronautical space industry. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. Societe Electrique Benelux Souriau (importer), 163 Rue Royale, Brussels. WTD in preparation.

FRANCE—Microwave diodes: snap-off, switching, tunnel, varactor, detection, mixing, pin; microwave components; high power UHF transistors; microcomponents for space industry. Direct purchase and agency. Ste Europeenne d'Echanges Commerciaux (S.E.D.E.C.O.) (importer, dealer), 5 Rue Drouot, Paris 9e. WTD 5/28/65.

369 Electrical machinery, equipment, supplies

BELGIUM—Automobile lighting systems using transistors; alternating current generators for automobiles and diesel engines. Direct purchase or agency for Belgium, Luxembourg. Etablissements J. F. Brigode (importer, agent), 48 Rue de Bruxelles, Genappe. WTD in preparation.

PAKISTAN—X-ray equipment, electromedical equipment. Value $10,000. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

SOUTH AFRICA—Lamp bases, electric. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

371 Motor vehicles, motor vehicle equipment

GERMANY—Automobile parts and accessories. Direct purchase and agency. P. Schweiger, Fotovertrieb (importer, exporter, wholesaler, commission agent), 7 Stuttgart-W, Rotenwaldstrasse 90. WTD 5/13/65.

PAKISTAN—Automotive vehicle, all kinds; spare parts, accessories; requests quotations c&f Karachi; direct purchase and agency. International Aviation (importer, agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

Motor trucks; passenger cars, small and medium sized. Naulakha Trading Co. (importer, distributor), Ganpat Rd., Lahore 2, West. WTD 7/16/65.

SPAIN—Automobile accessories. Comercial Benharos (importer, agent), General Mola 207-3, Madrid (2). WTD 7/20/65.

373 Ship building, repairing

GIBRALTAR—Anchors, cleats, deck fittings, life rafts, line-throwing guns, other equipment. Gibraltar Supply Co. (importer, wholesaler, commission agent), 42 Irish Town, Gibraltar. WTD 6/8/65.

374 Railroad equipment

● **MOZAMBIQUE**—Supply of 50 box cars, 40-ton capacity each, for transportation of tobacco. Tender No. A/CFB/1/1-79/1965, bid deadline Oct. 29. Servico de Armazens do C.F.B., Direccao da Exploracao do Porto e C., de Ferro da Beira, Caixa Postal 1399, Beira. Interested firms may consult bid program, specification data and blueprints at the Office of the Director of Public Works & Communications, Lisbon, Portugal, or any of the Offices of the Storekeeper of Mozambique Harbors, Railways & Transport Services in Lourenco Marques, Beira, Inhambane, Quelimane and Lumbo. Bidders must make a provisional qualifying deposit of $5,243. Copy of the bid program and specification data may be obtained upon payment of $0.70 while drawings and blueprints (39 in all) may be purchased for $38.10 from the Office of the Beira Railway Storekeeper. Correspondence preferred in Portuguese.

PAKISTAN—Railroad trolleys, 12, for meter and broad gauges, diesel or petrol engine driven; tires, axles, fishplates. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

● **SYRIA**—Supply of 5 diesel-electric locomotives, standard gauge, maximum axle load 15 tons, 900 to 1,000 hp. Tender No. 81, bid deadline Aug. 31. Chemins de Fer Syriens, Commission d'Achats, P.O. Box 182, Aleppo, S.A.R., Enquete 81, Fourniture 5 Locomotives Diesel.★ (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Laboratory and testing equipment for milk, butter and cheese section. Quotation by Oct. 15 or sooner. The People's Industries (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Electronic measuring instruments, apparatus, components for laboratory and industrial use. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. C. N. Rood S.A. (importer, exporter, manufacturer), 30 Rue Leon Frederic, Brussels 4. WTD 6/8/65.

PAKISTAN—Water meters; value over $20,000. Globe Industries (importer, distributor), Gardee Trust Bldg., Napier Rd., Lahore, West. WTD 7/23/65.

● **TURKEY**—Supply of 4 universal vertical registration gauges with metric scale; speed of drum to be approx. 6 cm. per day; dia. of drum approx. 110-200 mm. Tender No. 65-14T-80, bid deadline Aug. 23. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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384 Surgical, medical, dental instruments

AUSTRALIA—Surgical, dental, scientific instruments, equipment for Australia-wide distribution. Direct purchase and agency. A. E. Stansen & Co. Pty. Ltd. (importer, manufacturers' representative), 500 Spencer St., Melbourne West, Victoria. WTD 7/7/65.

BELGIUM—Anesthetic, ventilation, other apparatus and equipment, furniture, supplies, for hospitals. Direct purchase or agency for Belgium, Luxembourg. Hospithera S.P.R.L. (importer), 64 Rue Coenraets, Brussels. WTD 7/1/65.

● **IRAQ**—Supply of goggles and leather gloves for motorcycle drivers. Tender No. I.Q.N./65/ORD/75, bid deadline Aug. 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents available from the Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C. Copy of tender documents available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230.

PAKISTAN—Medical, surgical, laboratory equipment, supplies, apparatus, all kinds; requests quotations c&f Karachi; direct purchase and agency. Afaco (importer, agent), Victoria Rd., Karachi-2. WTD 7/23/65.

Anaesthesia apparatus, oxygen tents, respirators, baby incubators, orthopedic, prosthetic and surgical appliances, ward cabinets, bedside lockers, sterilizers, and mine safety equipment. Dodhy Agencies (importing distributor), 2 McLeod Rd., Lahore, West. WTD 7/21/65.

SAUDI ARABIA—Medical and surgical instruments, equipment, supplies. Importer and Wholesaler requests quotations cif Jidda. Direct purchase and agency. 'Abd al-Majid M. N. Shinkar, P.O. Box 876, Jidda. WTD 7/19/65.

385 Ophthalmic goods

GERMANY—Spectacle cases; wholesaler and

manufacturer requests replies with price quotations cif German or Dutch ports. Edgar Kleine Kapunkt GmbH (wholesaler, manufacturer), 109 Vinckestrasse, 469 Herne. WTD 7/15/65.

386 Photographic equipment

PAKISTAN—Cinematographic film, unexposed for 8, 16, 35 and 60 mm movie and still camera; requests quotations c&f Karachi; direct purchase and agency. Swift Traders (importer, agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

● **VIET-NAM**—Supply of photographic papers and film, totaling 450 rolls and boxes. Tender No. 1870-26075, bid deadline Sept. 3. Terms in English; specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

393 Musical instruments

BELGIUM—Musical instruments. Direct purchase for Belgium, Luxembourg. Mr. Jacques Cohen (importer), 62-64 Rue de l'Escaut, Brussels. WTD 6/30/65.

394 Toys, amusements, sporting goods

AUSTRALIA—Commercial and amateur fishing gear including rods, reels, knives, stainless steel fish hooks, tuna jigs, floats for nets. Direct purchase and agency. Inglis Smith & Co. Pty. Ltd. (manufacturer, importer, distributor), Cnr. Spencer St. & Flinders St., Melbourne, Victoria. WTD 6/18/65.

CONGO (LEO)—Gifts, toys, games. Ancienne Librairie Rassaert (importers). B.P. 825, Elisabethville. WTD 7/19/65.

GERMANY—Mechanical toys. IMCO, J. Michaelis & Co. (importer, exporter, manufacturer), 7 Stuttgart-S, Hohenheimer Strasse 55. WTD 7/26/65.

SOUTH AFRICA—Baby carriages; must have large size wheels. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

SPAIN—Indoor games, game sets, toys, dolls, similar amusement and sporting goods for children and youths. Also interested in exclusive agency. Comercial Benharos (importer, agent), General Mola 207-3, Madrid (2). WTD 7/20/65.

395 Pens, pencils, other office and artists' materials

BELGIUM—Pens, pencils, marking devices, carbon paper, other office and stationery store supplies. Etablissements L. Huygens-Dauge S.P.R.L. (importer, wholesaler), 79-83 Rue Jean Van Lierde, Brussels. WTD 6/30/65.

CONGO (LEO)—Office supplies; students' supplies. Ancienne Libraire Rassaert (importers), B.P. 825, Elisabethville. WTD 7/19/65.

GERMANY—Newly developed markers, color markers, felt pens, pen nibs, nylon nibs, tips, ball point pens, color pencils, artists' and office supplies and equipment, novelties. IMCO, J. Michaelis & Co. (importer, exporter, manufacturer), 7 Stuttgart-S, Hohenheimer Strasse 55. WTD 7/26/65.

Writing and office materials. Direct purchase and agency. P. Schweiger, Fotovertrieb (importer, exporter, wholesaler, commission agent), 7 Stuttgart-W., Rotenwaldstrasse 90. WTD 5/13/65.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Women's costume jewelry. Land & Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Road Central, Hong Kong. Cable Address: "LANDSEA" Hong Kong. WTD in preparation.

399 Manufacturing industries

MEXICO—Hair for dolls, molds for dolls, plastic toys. El Pais de las Hadas, S. A. (manufacturer, importer, exporter, retailer), Tamagno No. 165, Mexico, D.F. WTD 10/19/64.

SOUTH AFRICA—Umbrellas, floral only. Bradlows Stores Ltd. (importer, retailer), P.O. Box 5412, Johannesburg. WTD 7/16/65.

532 Mail order houses

CYPRUS—Exporter, importer, distributor seeks trade relations with coin dealers. Sykas-Hilarion Co., 2A Demosthenes St., P.O. Box 1762, Nicosia. WTD 7/27/65.

722 Photographic studios, including commercial photography

● **URUGUAY**—Aerial photographic survey of the whole of Uruguay. Bid deadline Aug. 30. Terms and specifications in Spanish. Correspondence preferred in Spanish. Foreign firms must act through local representatives. Ministerio de Ganaderia & Agriculture, Calle Perez Castellanos 1440, Montevideo.★ (Telephone: 202-WO 7-2939).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApital 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-5500.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

FRANCE—Food products of all kinds, including canned goods and packaged groceries, suitable for sale in African territories. Requests replies in French. Société Vifraco (brokers, sales agents), 125 Cours Saint-Louis, Bordeaux, Gironde. WTD in preparation.

201 Meat products

GERMANY—Beef half-carcasses, chicken, geese, ducks, turkeys, fish, all deep frozen and/or canned; related products. Kuehlhallen & Eisfabrik Dr. Karl Lieblich & Co. KG (manufacturer, importer), 7 Stuttgart-Feuerbach, Krailenshaldenstrasse 42/50. WTD 7/28/65.

203 Canning, preserving foods

BELGIUM—Canned citrus fruit juice and red sour pitted cherries. Agency for Europe. Etablissements Haerten & Braet S.P.R.L. (agent, importer), 25 Square Vergote, Brussels. WTD 12/14/64.

FRANCE—Hawaiian pineapples, canned, good quality. Agency for southwest France, preferably for U.S. exporters without trade contacts in the country. Paul Coutau-Bégarie (sales agent), 15 Rue Grangeneuve, Bordeaux, Gironde. WTD 11/23/64.

Canned fruits and vegetables of all types; meat products, good quality, in branded or unbranded large-size cans, suitable for sale to restaurants, hotels, institutions, collectivities; dried fruits (prunes, raisins, apricots, peaches, pears) in 25 or 100 lb. bags. Requests replies in French. Ch. Naulin & R. Florès (sales agents), 3 Rue de Candale, Bordeaux, Gironde. WTD 7/19/65.

GERMANY—Canned and deep frozen oranges and other fruits, spinach and other vegetables, egg yolk and albumen. Kuehlhallen & Eisfabrik Dr. Karl Lieblich & Co. KH. (manufacturer, importer), 7 Stuttgart-Feuerbach, Krailenshaldenstrasse 42/50. WTD 7/28/65.

SPAIN—Canned meats, fruits, vegetables, fruit juices, canned fish; specialty food or similar products; principally interested in brands not yet represented in Spain. Comiber, S.A. (agency), Fernán González 58, Madrid (9). WTD 7/20/65.

204 Grain mill products

SPAIN—Raw materials for manufacturing mixed feeds. Enrique Tolosana Alcolea (agency), Virgen de Africa 3, Madrid (17). WTD 7/20/65.

220 Textile mill products

AUSTRALIA—Seeking agencies for Aus-

tralia-wide sales of general cotton and synthetic textiles. Goltex Agencies Pty. Ltd. (manufacturers' representative), 58-72 Queen's Bridge St., South Melbourne, Victoria. WTD 7/9/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton fabrics, light weight for summer apparel; soft furnishings, curtain material, upholstery material (soft covers), cotton. J. N. Lord & Co. (manufacturers' representatives), 5th Floor, 40 King St., Sydney, N.S.W. WTD 7/22/65.

222 Broad woven fabric mills, manmade fiber

AUSTRALIA—Synthetic fabrics, light weight for summer apparel, soft furnishings, curtain material, upholstery material (soft covers), synthetic. J. N. Lord & Co. (manufacturers' representatives), 5th Floor, 40 King St., Sydney, N.S.W. WTD 7/22/65.

223 Broad woven fabric mills, wool

AUSTRALIA—Soft furnishings, curtain material, upholstery material (soft covers), wool. J. N. Lord & Co. (manufacturers' representatives), 5th Floor, 40 King St., Sydney, N.S.W. WTD 7/22/65.

228 Yarn, thread mills, products

GERMANY—Synthetic yarns for knitting industry. Dieter Brudermueller (wholesaler, manufacturers' agent), 741 Reutlingen/Wuertt., Payerstrasse 54. WTD 7/22/65.

229 Textile mill products

SO. RHODESIA—Fabrics of all kinds. H. & A. Agencies (manufacturers' agents), P.O. Box 1828, Bulawayo. WTD 6/3/64.

230 Apparel

BELGIUM—High quality suits and trousers for men. Agency for Belgium, Luxembourg, West Germany. Mr. Jack Raincoat (importer, exporter, manufacturer, wholesaler, retailer), 102 Boulevard du Midi, Brussels. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Ready-cut houses, prefabricated cottages, mobile homes and utility buildings, wood or other construction material; small and medium size garages. Les Préfabriqués Girondins, S.A. (sales agents, dealers), 25 Rue des Quatre-Frères Robert, Libourne, Gironde. WTD in preparation.

Prefabricated houses and cottages, small farm-type buildings, wood and other construction material; garages; medium priced. Requests replies in French. Etablissements Mauco (building contractors), Cars, par Blaye, Gironde. WTD in preparation.

Prefabricated, pre-cut, custom-made houses and small rural dwellings, low and medium-priced; building elements. Requests replies in French. Etablissements J. Lautard (Menuiseries Préfabriquées) (manufacturer), La Teste, Gironde. WTD in preparation.

Prefabricated houses (wood or other construction material), low priced, preferably rural dwellings, 2-3 bedrooms, with living and dining room combination. Maillard & Faure (dealers, sales agent), 6 Rue B.A. Coiffard, Lesparre, Gironde. WTD in preparation.

281 Industrial chemicals

BELGIUM—Industrial chemicals for use in textile and rubber industries (no dyes). Exclusive agency. Etablissements G.R. Guilliams (commission agent), 26-28 Avenue Jacques Sermon, Ganshoren. WTD in preparation.

Petrochemicals suitable for Common Market. Carburants et Goudrons de Forest (importer, agent), 163 Rue Royale, Brussels. WTD 6/10/65.

Industrial chemicals and petrochemicals in general. Agency for Europe. Genie Metallurgique et Chimique (survey designers, plant builders), 31 Rue du Marais, Brussels 1. WTD 12/16/64.

CEYLON—All types of dyes for paper and textiles. K. Kanagasabai (importer), P.O. Box 614, Colombo. WTD 3/16/65.

283 Drugs

AUSTRALIA—Large public company with divisions in all the Australian States and many international agency lines is interested in representing additional manufacturers of pharmaceutical and medicinal products. Drug Houses of Australia Ltd. (importer, manufacturer, distributor), 504 Bourke St., Melbourne, Victoria. WTD 7/16/65.

MEXICO—Antibiotics, analgesics, hormones, vitamins, raw material for chemical and pharmaceutical products, medicinal products. Exclusive representative. Laboratorios Infan, S. A. (manufacturer, importer, exporter, wholesaler, retailer), Calz. de Tlalpan No. 4515, Mexico, D. F. WTD 10/23/64.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Automobile polishes and related products, particularly newly developed commodities. Flexiformwerk Kurt Herzer (manufacturer), 75 Karlsruhe/Baden, Waldstrasse 47. WTD 7/23/65.

287 Agricultural chemicals

FRANCE—Agricultural fertilizers and chemicals for utilization in African territories; fungicides and insecticides, including DDT in aerosol bombs. Requests replies in French. P. & R. Garrigue (sales agent), 2 Rue du du Chateau-Trompette, Bordeaux, Gironde. WTD in preparation.

MEXICO—Fertilizers, pesticides, soil conditioners, chemical products. Distribuidora Agropecuaria e Industrial, S. A. (manufacturer, retailer, wholesaler), Manuel Ma. Contreras 96-202, Col. San Rafael, Mexico, D. F. WTD 4/5/65.

289 Chemical products

FRANCE—Fuel conditioners and stabilizers; corrosion preventives; silicone lubricants, cleaners, related lines. Requests replies in French. Gabriel Dumont (sales agent), Boîte Postale No. 1, Résidence Beau Site, Cenon, Gironde. WTD in preparation.

291 Petroleum refining

BELGIUM—Fuel oil. Agency for Common Market. Carburants et Goudrons de Forest (importer, agent), 163 Rue Royale, Brussels. WTD 6/10/65.

307 Plastic products

BELGIUM—Expanded vinyl plastics. Agency for Belgium, Netherlands, West Germany, Switzerland. Etablissements Charles Jonckheere S. A. (importer, exporter), 71 Blvd. Poincaré, Brussels. WTD 7/12/65.

Plastic pipes, valves, fittings. Etablissements G. J. Willems & Co. S.P.R.L. (importer, agent), 705 Chaussée de Waterloo, Brussels. WTD 6/14/65.

GERMANY—Modern plastic coverings for walls and floors such as tiles. Mittelrheinischer Fliesengrosshandel Joesch KG (importer, wholesaler), 40 Laubach, Koblenz, West. WTD 7/22/65.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS ANTILLES—Telephone cables (neophrene, plastic and PVC). E. Moreno Brandao & Sons Agencies Inc. (importer, wholesaler, agent), P.O. Box 165, Curacao. WTD 7/9/65.

343 Heating apparatus, plumbing fixtures

FRANCE—Kitchen equipment, complete modern units including stainless steel sink tops and control panels, electric and gas ranges and burners; refrigerators, wall-cabinets, related lines. Agency for southwest France. Roger Subercazes (dealer), 252 Rue d'Ornano, Bordeaux, Gironde. WTD 6/11/63.

344 Fabricated structural metal products

GERMANY—Prefabricated homes and panel units, concrete, steel construction, no wood. Mittelrheinischer Fliesengrosshandel Joesch KG (importer, wholesaler), 40 Laubach, 54 Koblenz, West. WTD 7/22/65.

348 Fabricated wire products

FRANCE—Aluminum screening and corrosion-resistant door, window or porch screens, small-size mesh, for effective protection against insects, for use in African territories. Requests replies in French. P. & R. Garrigue (sales agents), 2 Rue du Château-Trompette, Bordeaux, Gironde. WTD in preparation.

352 Farm machinery

FRANCE—Farm utility tractors, 6 h.p., diesel or gasoline, with attachments (rotary mower, fork-lift, others). Société d'Equipment de Matériel Industriel & Agricole (S.E.M.I.A.) (dealers), 20-22 bis Rue des Allamandiers, Bordeaux, Gironde. WTD 1/31/64.

353 Construction, mining, materials handling machinery

BELGIUM—Mining machines, all kinds. Agency for Europe. Genie Metallurgique et Chimique (survey designers, plant builders), 31 Rue du Marais, Brussels 1. WTD 12/16/64.

MEXICO—Material handling equipment, mining equipment in general. Distributor, wholesaler or sales agent. Productos Omega, S. A. (manufacturer), Golfo de San Jorge No. 54, Tacuba, D. F. WTD 4/28/65.

Traveling cranes, transportation systems. Construcciones Mecanicas, S. de R. L. (manufacturer, importer), Calle 1 No. 130, Col. Pantitlan, Mexico 9, D.F. WTD 4/27/65.

355 Special industry machinery

BELGIUM—Machinery, all kinds, for use in non-ferrous (zinc, lead, copper, tin, cadmium) and petrochemical industries. Agency for Europe. Genie Metallurgique et Chimique (survey designer and plant builders), 31 Rue du Marais, Brussels 1. WTD 12/16/64.

FRANCE—Stone-cutting power saws, portable, light and medium duty. Requests replies in French. Etablissements G. Golfier (dealer), 102 Blvd. du Marechal-Leclerc, Bordeaux, Gironde. WTD in preparation.

GERMANY—Knitting and finishing machinery for textile and knitting mills. Dieter Brudermueller (wholesaler, manufacturers' agent), 741 Reutlingen/Wuertt., Payerstrasse 54. WTD 7/22/65.

356 General industrial machinery

FRANCE—Air duct outlets and diffusers; heating and air-conditioning automatic controls; central hot water heating systems; pump; hot water boilers from 15 to 500 Kcal capacity; Atmospheric cooling towers. Societe Air et Force (S.A.F.) (sales agents, wholesale dealers), 48 Allees Jean-Jaures, Toulouse, Haute-Garonne. WTD 5/19/64.

MEXICO—Industrial ovens. Construcciones Mecanicas, S. de R. L. (manufacturer, importer), Calle 1 No. 130, Col. Pantitlan, Mexico 9, D.F. WTD 4/27/65.

NEW ZEALAND—Vertical, dry sump, unshakable commercial sewage pumps, for pipe sizes of 3" dia. up to 12 to 14", capable of handling unscreened raw sewage between 2 and 5". MacEwans Machinery Ltd., 12-18 Customhouse Quay, Wellington C.1., Attn: Mr. N. H. Ellis, Managing Director. WTD 2/5/64.

SOUTH AFRICA—Compressors, dry vacuum pumps. Hedge & Sparso (Pty) Ltd. (manufacturer, importer, wholesaler, sales agent), P.O. Box 10736, Johannesburg. WTD 7/21/65.

362 Electrical industrial apparatus

MEXICO—Electrical controls. Construcciones Mecanicas, S. de R. L. (manufacturer, importer), Calle 1 No. 130, Col. Pantitlan, Mexico 9, D.F. WTD 4/27/65.

365 Radio, television receiving sets

MEXICO—Pre-recorded tapes. Cinelectronic-Bonifacio Garcia Jaime (importer, retailer, wholesaler), Av. Morelos No. 31-204, Mexico, D.F. WTD 10/5/64.

371 Motor vehicles, motor vehicle equipment

GERMANY—Automobile accessories, particularly newly developed items; devices for removal of poisonous substances from automotive exhaust. Flexiformwerk Kurt Herzer (manufacturer), 75 Karlsruhe/Baden, Waldstrasse 47. WTD 7/23/65.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—Laboratory instruments, all kinds, measuring, electronic. Agency for Benelux countries. Belram S.A. (importer, agent), 83 Avenue des Mimosas, Brussels. WTD 6/30/65.

MEXICO—Tuners for small VHF equipment; power fountains for transistorized radio transmission equipment, filters; generators for side single band equipment (SSB). Direct purchase or agency. Servicio de Mantenimiento Radio Aeronautico (importer, retailer), Blvd. Aeropuerto 356 "A", Mexico, D.F. WTD 4/26/65.

SWITZERLAND—Aeronautical electronic instruments and equipment. Electronique Aeromaritime SA, 8 Rue du Vieux-College, 1200 Geneva. WTD in preparation.

384 Surgical, medical, dental instruments

MEXICO—Medical apparatus, except X-Ray apparatus. Walter Francisco Corti, S. A. (importer, wholesaler), Av. Alvaro Obregon No. 255, Mexico, D.F. WTD 11/9/64.

394 Toys, amusement, sporting goods

AUSTRALIA—Sporting goods and equipment, games, toys, all types. Dudley-Hill & Associates (manufacturers' representative), 28 Cavanagh St., Cheltenham, Victoria. WTD 7/16/65.

FRANCE—Swimming pool equipment, fittings, accessories, supplies, including pool building, repair and maintenance products, cleaning equipment, chemicals, joint compounds. Société d'Equipement de Matériel Industriel & Agricole (S.E.M.I.A.) (dealers), 20-22, bis Rue des Allamandiers, Bordeaux, Gironde. WTD 1/31/64.

505 Farm products

FRANCE—Dried beans from Michigan, in 100-lb. bags; good quality. Requests replies in French. Ch. Naulin & R. Florès (sales agents), 3 Rue de Candale, Bordeaux, Gironde. WTD 7/19/65.

Leads for Importers

103 Lead, zinc ores

TURKEY—Zinc, zinc-lead-copper, chromite mineral products; 1,000 tons of zinc carbonate ores unroasted averaging over 40% zinc; 3,500 tons stocks plus current production of 1,000 tons monthly roasted zinc concentrates, over 48% zinc; also 500 tons mixed copper-lead-zinc sulfide ores; 2,000 tons of lumpy high-grade chromite ores. Typical analyses of these ores is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. M. Kemal Özdedeoglu (Mining Co.), Buklum Sokak No. 4, Kavaklidere, Ankara. WTD 7/12/65.

201 Meat products

★★ TAIWAN—Trade Mission

Hog casings. Hsu Brothers & Co. Ltd. (manufacturer, importer, exporter), 28 Lane 105, Changshan N. Rd., Section 1, Taipei. WTD 7/12/65. TM 232A.

203 Canning, preserving foods

BRAZIL—Canned sardines; canner desires to contact distributors or well-established agents. Metal Forty S.A. Conservas Alimentícias, Rua Maruí Grande 273/275. Caixa Postal 150. Niterói, Estado do Rio de Janeiro. WTD 7/23/65.

Tropical canned fruits, juices; canned heart of palm; frozen sea food, especially shrimp; desires to contact wholesalers or well-established agents. Steam Sociedade Tecnica de Exportacao de Alimentos Ltda. (agent, exporter), Rua da Assembleia 93, 11° andar, sala 1106, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 7/23/65.

SPAIN—Canned and preserved sausages, Paté de Foie Gras. Embutidos Dorado (manufacturer, exporter, wholesaler), General Ricardos 79, Madrid (19). WTD 7/20/65.

★★ TAIWAN—Trade Mission

Canned pineapple. Taiyu Ltd. (manufacturer, importer, exporter), P.O. Box 1680, Taipei. WTD 5/28/65. TM 57.

Canned asparagus; Mandarin oranges. Taiwan Asparagus & Orange Packers Export Corp. (Association), 2nd Floor, 74/76 Chung Shan N. Rd., Section 2, Taipei. WTD 7/13/65. TM 155.

208 Beverage industries

FRANCE—Alcoholic beverages such as Bordeaux, Bourgogne and Gaillac wines (red and white), of classified and vintage qualities, in glass bottles (75 centiliters each); Cognac and Armagnac brandies. Wholesale exportations, direct or through agents. Paul Boulard (sales and export agent), 48 Quai des Chartrons, Bordeaux, Gironde. WTD 10/30/63.

227 Floor covering mills

GERMANY—Carpets, rugs, worsted, woolen, fob European ports. Herbert Reichel (manufacturer, exporter), Textilwerk, 4143 Rheinberg. WTD 7/7/65.

349 Fabricated metal products

FRANCE—Cocks, faucets, taps, spigots (copper, brass, or bronze) and related articles for wineries and cognac brandy distilleries. Pumps, electrically operated and hand types; tubes, fittings, other accessories for wine barrels and vats; cast-iron trap doors for tanks and other large-size wine containers. Descriptive brochure, with text in French, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Requests replies in French. Etablissements Réunis Th. Guillebeaud & Fourcheraud-Robichon (manufacturers), Rue des Sources, Angoulême, Charente. WTD 7/20/65.

363 Household appliances

GERMANY—Washing machines, domestic, electric, automatic; dryers, laundry, domestic, electric; ironing machines, electric; direct sale and/or agency. Price quotations fob Hamburg, requests replies in German. Wilhelm Cordes KG., Maschinenfabrik, 4744 Lette ueber Oelde i. Westf. WTD 7/22/65.

364 Electric lighting, wiring equipment

FRANCE—Wrought iron lamps and artistic decorative lighting fixtures for home and outdoor use, including ancient and modern-style lanterns and related articles. Direct or through agents. Etablissements Maxime Pradier (manufacturer), 14-16 Avenue de la Gare, Périgueux, Dordogne. WTD in preparation.

385 Ophthalmic goods

GERMANY—Spectacle cases. Edgar Kleine Kapunkt GmbH (wholesaler, manufacturer), 109 Vinckestrasse, 469 Herne. WTD 7/15/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Ing. Quim. Rodolfo San Roman, President, Inquiarse S.A.I. y C., Avda. Corrientes 809, 1er. Piso, Rosario, Province of Santa Fe, **interested in contacting U.S. manufacturers of thinners and lacquers with a view to obtaining license agreements.** Aug. 9 via New York for 12 days. c/o Argentine Consulate General, 12 W. 56 St., New York, N.Y. Itinerary: New York, Peoria, N.Y., others as required. WTD in preparation.

ECUADOR—Raul Neptali Godoy, representing Fabrica Tubal, Selva Alegre 217, Quito, **interested in contacting potential investors in new Ecuadorean industry to produce plastic and vitreous tiles;** requesting technical information. July 25 via Miami for 1½ months. c/o 68-11 Park Ave., Guttenberg, N.J. Itinerary: Miami, New York, Washington, Guttenberg, N.J. WTD 5/8/63 being revised.

Salvador Pacheco M., P.O. Box 772, Cuenca, interested in importing **household appliances, radios, typewriters.** Aug. 16 via Miami for 3 weeks. c/o Miss Montserrat Pacheco, 333 Center Ave., Carnegie, Pa. Itinerary: Miami, Pittsburgh, New York. WTD 10/28/63.

ENGLAND—J. Sueke and J. Woodworth, Managing Director, Simpson & Godlee Group of Companies, 30 Princess St., Manchester 1, interested in **printed and dyed fiberglass** and **new ideas in the soft furnishing field;** requesting technical information on fiberglass. Aug. 22 via New York for 10-21 days. Itinerary: New York. WTD 4/14/65.

INDIA—M. K. Capadia, Warrior (India) Ltd., Forbes Bldg., Home St., Fort, Bombay 1, **interested in exploring U.S. markets for Indian taps and dies and meeting U.S. importers of these tools.** Aug. 15-19 San Francisco, c/o American President Lines Ltd., International Bldg., 601 California St., San Francisco, Calif. 94108; Aug. 19-21 Chicago, c/o American President Lines Ltd., 110 S. Dearborn St., Chicago, Ill. 60603; Aug. 21-23 Buffalo, c/o American Air Lines, Hotel Statler-Hilton, Buffalo, N.Y.; Aug. 23-25, Detroit, c/o J. F. O'Brien, Jr., 1638 Book Bldg., Detroit, Mich. 48226; Aug. 25-26 Boston, c/o Moore-McCormack Lines, Inc., Board of Trade Bldg., 20 Broad St., Boston, Mass. 02109; Aug. 26-Sept. 1 New York, c/o American President Lines Ltd., 29 Broadway, New York, N.Y. 10006; Sept. 1-2 Philadelphia, c/o Hinkins Steamship Agency, Inc., Public Ledger Bldg., Philadelphia, Pa. 19106; Sept. 2-3 Baltimore, c/o Hinkins Steamship Agency, Inc., Munsey Bldg., Baltimore, Md. 21202. WTD under revision.

PAKISTAN—Asghar Ali, Akbar Bros., Moti Mansion, McLeod Rd., Lahore, West Pakistan, **interested in importing or securing an agency for agricultural equipment and machinery, agricultural chemicals and insecticides, steel poles, conductor copper wire lines, transformers over 40,000 volts, steel rails 90 lb. and over, steel sleepers, fish plates and signalling equipment for railroads, earthmoving machinery and equipment, and buying machinery for manufacture of steel tubes 4"-20" in dia.;** requesting technical information. End of August via New York for 4 weeks. c/o Durex Products Inc., 684 Broadway, New York 12, N.Y. Itinerary: New York; Owatonna, Minn.; Los Angeles; Burbank; Portland; Salt Lake City; Chicago; Tulsa. WTD 4/1/64.

Vice Admiral H. M. Siddiq Chaudhri, Batala Engineering Co. (Pakistan) Ltd., The Mall, Lahore, **interested in meeting manufacturers of machinery, tube mills, galvanizing plants; purchasing surplus machinery;** requesting technical information. Mid-August via New York for 2-3 weeks. c/o American Express, 65 Broadway, New York, N.Y. Itinerary: New York, Washington, Chicago, the Midwest, San Francisco. WTD 2/10/64.

SOUTH AFRICA—H. G. Summerley, representing Mercombe, Summerley, Ringrose & Todd, Portland Place, 37 Jorrison St., Braamfontein, Johannesburg, **interested in purchasing air conditioning, lighting, mechanical installations, curtain walling, general office design;** requesting technical information. Aug. 30 via San Francisco until Sept. 12. c/o Otis Elevator Co., 260 11th Ave., New York, N.Y. Itinerary: San Francisco, Oklahoma City, Miami, New York, Washington, Cleveland. WTD 7/27/65.

SOUTHERN RHODESIA—G. P. S. Lowe, B.E.M. Corp. Ltd., Box 1677, Plymouth Rd., Salisbury, **interested in building materials and allied lines.** Aug./Sept. via New York for 3 weeks. c/o D. S. Lowe, 1915 Brach, Vancouver, B.C., Canada. Itinerary: New York; Waterbury, Conn.; San Francisco; others. WTD being updated.

Future Construction

CANADA—Some 20 acres of land in the heart of Montreal will undergo redevelopment through a **$125 million renovation project.** The privately financed complex, planned to proceed in stages, has been undertaken by the First National Property Corporation and the T. Eaton Co. Ltd. which together have formed Mace Development Ltd. to own and develop the project.

The project has gained preliminary support from the Montreal City Council and appears in general accord with the City's urban redevelopment plans.

I.M. Pei and Associates of New York and a town planner, Vincent Ponte, formerly associated with Pei, are reported to be responsible for planning the new development proposal.

Key elements in the project include:

Redevelopment of 20 acres of property encompassing the area bounded by Sherbrooke, University, St. Catherine, and Mansfield Streets.

Two 34-story twin towers between Kennedy Avenue and Burnside, with an open public space between to be known as "La Place du Mail."

A new **12-story Eaton Building** on Burnside behind the present Eaton's store which will contain the largest underground garage in Montreal (1250 cars), office facilities, shops, theaters and direct access to and from the McGill Metro Station.

A **retail and commercial center** on both sides of McGill College between St. Catherine and Burnside. The center will contain "La Promenade Ste. Catherine"—a two-level retail shopping center.

Two office buildings with one million sq. ft. of space on Sherbrooke South.

A **new shopping center** "La Galerie Victoria" extending the entire length of Victoria from St. Catherine to Burnside. From "La Galerie" a network of pedestrian ways will link buildings in the area and the three major department stores, Eaton's Simpson's and Morgan's.

A midtown **15-story "Professional Building"** at the northwest corner of University and Kennedy which will contain medical suites.

The first phase of the construction project is expected to be completed by the spring of 1967 and will include the new Eaton building, a major section of the Victoria Gallery building and the professional building.

The City Council of Montreal, in a special meeting recently, unanimously adopted measures to cede land to the development project and extend certain streets within the area. The city in return will receive certain underground rights and servitudes needed for the construction of subway lines and approaches.

CHILE—The Government Development Corp. (CORFO) has announced that it will construct a **sulphuric acid plant** at Vallenar to process oxide copper ores from the numerous small mines in this area.

Cost of the project was estimated at 2.1 million escudos of which CORFO will contribute 1.4 million escudos outright and grant a loan of $200,000. Completion is scheduled for the end of 1966.

ENDESA plans to begin construction of a **major generating facility** in the Concepcion area in the middle of 1966. The plant, to be located adjacent to a coal producing complex, is expected to consume 275,000 tons of fuel each year and will have a generating capacity of 650 million kilowatt hours annually. The Thermoelectric Installation for the coal mining area is estimated to cost $22 million and 33 million escudos. Over 1,100 workers will be employed. Completion is expected about 1969.

KUWAIT—The Government of Kuwait recently signed an agreement with Sudan for a KD 1.7 million ($4.8 million) KFAED loan for the Khashm El Gibra sugar project. The project will consist of a **cane plantation** of about 45,000 feddans, a factory for processing 675,000 tons of sugar cane over a six-month period annually plus buildings and equipment, with a capacity of production of about 675,000 tons of refined sugar per year. The Fund loan represents about 22% of the total cost of the project; the greater part of the remainder is being financed by foreign loans and the remainder will be financed by the Sudan Government.

SPAIN—A list of thermal power projects over 25 MW, built, or that are now under construction in Spain since Jan. 1, 1960, and a list of future large thermal projects, and other relevant data is **available on loan** from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

SWITZERLAND—The Electric Power Co. of Northeastern Switzerland (Nordortschweizerische Kraftwerke) will purchase a Westinghouse reactor for its projected **nuclear power plant** at Beznau in the Canton, Aargau. Construction of the plant, which will have a capacity of 350,000 kw, is scheduled to begin this fall and should be terminated by 1969. Swiss industry will supply the turbines, transformers and all the other electrical installations.

Two other nuclear power stations, in addition to the one at Beznau, will be built in Switzerland in the near future.

The Beznau plant reportedly cost $50 million, of which about $27 million will be needed to purchase the Westinghouse reactor.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July.

American Firms, Subsidiaries and Affiliates—Jamaica.
American Firms, Subsidiaries and Affiliates—Turkey.
Automotive Vehicles and Equipment Importers and Dealers—Ecuador.
Books, Magazines and Periodicals Importers and Dealers—Hong Kong.
Books, Magazines and Periodicals Importers and Dealers—Panama.
Business Firms—Bahrain.
Business Firms—Paraguay.
Business Firms—Viet-Nam.
Chemicals Importers and Dealers—Ceylon.
Chemicals Importers and Dealers—Guatemala.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—Portugal.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—Rep. of South Africa.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, and Dealers—Guatemala.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers and Dealers—Costa Rica.
Iron and Steel, Nonferrous Metals, and Building Materials Importers and Dealers—Bolivia.
Machine Tools, Dies, other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Japan.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Tunisia.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Sweden.
Paints, Varnishes and Pigments Importers, Dealers and Manufacturers—Trinidad and Tobago.
Provisions Importers and Dealers—Thailand.

Significant Awards

DENMARK—The Danish Subsoil Consortium (comprised of A.P. Moller Shipping Co., Danish American Gulf Oil Co. & Danish Shell, Ltd.) has awarded a contract for test drilling on Jutland to Reading & Bates Offshore Drilling Co. of Houston, Texas. The specific area of initial exploration, scheduled to commence in the fall of 1965, was not defined when the award was announced.

The Consortium is continuing geological research for petroleum. At present two teams of the Consortium are working in land areas in Denmark and another team is working in the North Sea.

KUWAIT—The Government of Kuwait Special Tender Committee has awarded the following tenders to the lowest bidder:

Tender Alert No. 28—Shuaiba—Kuwait 55 km water pipeline to Nimer Factory, Abdulla Abdulazaz al Mutawa' for $1,125,000. Around $140,000 worth of coatings were purchased from Copper Inc., U.S.A.

Tender Alert No. 29—Annex to Osteopathic Hospital at Suleibikhat to Al Hani Construction & Trading Establishment for $116,000. Central air conditioning unit is from Dunham-Bush Inc., U.S.A.

3,000 telephone units to Al Fozan Trading Co.; units were bought from U.K. No U.S. bidders.

Tender Alert No. 26—Medical unit Fahaheel to Al Othman Trading & Contracting Co. for $209,000. Around $50,000 worth of water filters, heaters and bathroom fixtures were purchased from various U.S. firms.

SWEDEN—A contract for the construction of Sweden's first commercially viable nuclear power station at Simpevarp, 20 kilometers northeast of the Baltic port of Oskarshamn, was signed recently.

The station, which has been in the planning stage for some time, will utilize a light water reactor similar to types already in use in the U.S. and will be fueled by imported Uranium 235.

The power station will be known as Oskarshamnsverket and is being financed by a consortium of Swedish private firms and municipalities, including Stockholm City, known as Oskarshamnsverkets Kraftgrupp (OKAB).

The principal contractor is ASEA (Swedish General Electric Co.) of Vasteras which will build the reactor and supervise the project. About half of the work will be sub-contracted to other firms, mainly Swedish.

Completion is scheduled for 1970 and total costs are estimated at about 460 million SKr. (about $92 million), of which 350 million SKr. will go for construction and about 110 million SKr. for the cost of the first fuel charge which will reportedly last about 4 years.

Capacity is to be 400,000 KW. and output costs are estimated at 1 ore per kw/hour, substantially less than the 1.8 ore per kw/hour of oil fuelled power stations now in operation. The specifications for Oskarshamnsverket compare very favorably with those of the Marviken power station, which is purportedly a "research" station and is operated by the largely state-owned AB Atomenergi.

Marviken, which is scheduled to begin operation in 1968, will have a capacity of 140,000 KW. running on a heavy water reactor and will cost 500 million SKr.

Trade and industries fair scheduled in Madras, India

The Indian International Trade and Industries Fair will be held Dec. 25, 1966, through Jan. 31, 1967, at Madras.

The fair, the first of its kind in south India, will seek:

To help developed countries promote their products and know-how among Indian entrepreneurs.

To enable the developing countries to benefit from the know-how acquired by India and give the Indian manufacturer a chance to learn from the experience of other countries.

The Government will provide all usual facilities for import and customs to the foreign exhibitors. **Write:** All India Manufacturers Organization, Delhi State Building, 30 Feroz Shah Rd., New Delhi 1, India.

Brazilians seek services for asphalt roofing plant

Two experienced businessmen in Brazil with interests in other industries plan to establish an asphalt roofing plant and seek U.S. expertise.

They are interested in contacting an experienced U.S. asphalt roofing manufacturer willing to provide the technical know-how required and to send an experienced manager to Curitiba to install the plant and get it into production.

For these services the Brazilian principals are willing to pay a fee and also will cover expenses of the U.S. manager's visit.

Write: Dr. Edgar Barbosa Ribas, Laboratorio de Produtos Diagnosticos, 146, Candido Lopes, Curitiba, Parana, Brazil. WTD.

Venezuela requires prior licenses on textile imports

The Venezuelan Government has made a prior import license a requirement for the importation of many textile items.

Many of the items are found to be included in the following tariff categories:

Group 652, cotton fabrics; group 653, silk fabrics, Group 654, tulle, lace, embroidery, ribbons, trimmings and other small wares; Group 655, special fabrics of textile fibers; Group 656, made-up articles wholly or chiefly of textile materials; Group 841, clothing, except those made up of prepared furs.

On the same date, import duties were lowered on some items of jewelry appearing in Group 673.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Gas Characteristics and Factors of Gas Distribution in Western Europe. OBR 65-28. 10pp. Describes the types and uses of gas, natural gas reserves, the market, and standards of testing in The Netherlands, Belgium, Federal Republic of Germany, France, United Kingdom, Italy, and Denmark.

Basic Data on the Economy of Honduras. OBR 65-36. 20pp. Outlines the structure of the economy, the various industrial sectors, the labor force, financial structure, foreign trade outlook and record, and the Government's role in the economy.

Basic Data on the Economy of Algeria. OBR 65-39. 16pp. Contains the same general kinds of information as OBR 65-36, above.

Establishing a Business in India. OBR 65-48. 18pp. Contains the same basic categories of information as OBR 65-38, above.

Basic Data on the Economy of the Democratic Republic of the Congo (Leopoldville). OBR 65-50. 11pp. Contains the same general kinds of information as OBR 65-36, above. Also see story on page 10 of this issue outlining the economic outlook in the Congo, as the nation tries to recover from last year's setbacks.

***Focus on Eastern Europe.* August 1965 issue of *Intercom*, published by the Foreign Policy Assn., New York. 50pp. 1. (Annual subs.: $5).**

This issue offers a comprehensive survey of U.S. aid, trade, cultural relations with Eastern Europe, with a report on the role being played by public and private U.S. organizations and firms.

Write: Foreign Policy Assn. Inc., 345 East 46th St., New York, N.Y. 10017.

***Sources of Information on American Firms for International Buyers.* Bureau of International Commerce, Washington. 26pp. 15 cents.**

The booklet identifies some of the many sources from which names, addresses, and commercial information on business firms in the United States can be obtained. Handbooks giving more detailed references are also described. The directories included are generally limited to those which are revised periodically or kept up to date through supplements.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Dept. of Commerce Field Office.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

African market profiles

The latest in the Bureau of International Commerce's series of pamphlets giving one-page summaries of the economies of various world regions deals with the African Continent. Previous booklets covered the Far East (OBR 65-12), Western Europe and Canada (OBR 65-34), and the Near East and South Asia (OBR 65-37).

Market Profiles for Africa (OBR 65-43) gives thumbnail economic sketches of 36 African countries and areas. During 1964 U.S. exports to Africa rose by an impressive 21%, and imports went up almost as sharply, by 19%. Both categories were at record levels.

As the report states, Africa is clearly a complex and competitive market, but one in which the U.S. can and should make substantial trade gains, provided it employs the required patience, understanding of local trade conditions, and aggressive sales techniques.

This booklet aims to provide some of the information necessary to businessmen interested in tapping Africa's market potential.

***Resolving Business Disputes:* The Potential of Commercial Arbitration. Published by the American Management Association, New York. 208pp. $9.**

This is a useful review of arbitration as a tool for settling commercial differences, and to assist businessmen in deciding whether to use the process.

The book discusses the current state of commercial arbitration, the attitudes of businessmen toward it, the role of the arbitrator, the part played by legal counsel, the influence of statute law and the courts, international commercial arbitration, and the future of the arbitral process.

Arbitration is already being employed in domestic commerce in many of the situations to which it is applicable. In the international business arena, however, the expansion of world trade has resulted in a real potential for increased use of arbitration.

Noting that the United States has not signed the United Nations Convention of 1958 on the Recognition and Enforcement of Foreign Arbitral Awards, the authors suggest that a review of the U.S. position concerning international commercial arbitration is in order.

Write: The American Management Assn., Inc., 135 West 50th St. New York, N.Y. 10020.

***Tanker Directory of the World: 1965.* Edited by John Fordree, and *International Shipping and Shipbuilding Directory: 1965.* London. 416 and 618 pps., respectively. $16 each.**

The tanker directory contains several articles on tanker affairs, the complete Suez and Panama Canal regulations for ships carrying petroleum, listings of world tanker terminals, propulsion diesels, the world tanker fleet, owners and managers of tankers, and tankers listed by descending order of tonnage.

The shipping and shipbuilding directory contains classified directories of shipowners, ship managers and shipping lines; shipbuilders; ship repairers, marine engine builders; and towage and salvage contractors. The general information section contains lists of British and international maritime organizations, oil bunkering ports around the world, and the port and harbor authorities of the United Kingdom.

Write: John deGraff, Inc., 34 Oak Ave., Tuckahoe, N.Y. 10707.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201984/5

Calendar *for international traders*

August

16—Bucks County Forum of International Commerce, 5:30 p.m., Conti Inn, Cross Keys, **Doylestown, Pa.**

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

17—In-Office Seminar, **Annapolis, Md.** Sponsors: Field Office, Department of Commerce; REEC.

18—In-Office Consultations with John G. Panos, Commercial Officer, U.S. Embassy, Tehran, Field Office, **New York.**

18—Export Seminar, 9:30 a.m., Field Office, **San Francisco.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19—Foreign Traders Assn. of Philadelphia, Inc., 6 p.m., Sheraton Hotel, **Philadelphia.**

19—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **Des Moines.**

19-20—Private consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

20—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

20—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **Denver.**

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Roy Gootenberg, Bureau of International Commerce.

23—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **Los Angeles.**

24—Export Expansion Workshop, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn.; Field Office, Department of Commerce.

24—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

25—Terminal Conference, San Francisco Agricultural Trade Mission to Eastern Europe, Fairmont Hotel, **San Francisco.**

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

27—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

30—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **San Francisco.**

31—Export Expansion Seminar, 10:30-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

31—Export Transportation Seminar, 9:30 a.m., Field Office, **San Francisco.**

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

2—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

2-3—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Boston.**

7—FCIB Round Table Conference on Foreign Credit, Collection & Exchange Problems, 1:30 p.m. Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

9—In-Office Meeting, Field Office, **Chicago.**

9—Overseas Automotive Club, monthly meeting, 12 noon, Shelburne Hotel, **New York.**

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

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St. Paul? Richmond? Portland?

The second city in population in its country and the chief industrial, financial and commercial center. Highways, rails and air lines radiate in every direction and canals connect it with a famous river. Chief industries are textiles, machinery and metal products (aircraft, automobiles, railroad equipment, agricultural equipment), printing and publishing, and it is the home of large import and export firms.

Chances are your product will sell in this market.

Your Commerce Field Office has the facts and figures.

Ask, today.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce

*Milan, Italy